

# AMERICAN NURSERYMAN

## AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. LI No. 6

MARCH 15, 1930

Per Copy 20c

### PAINESVILLE NURSERIES

BULLETIN NO. 1  
86 Pages  
Issued Feb. 13



Signs of Spring

**NOTICE! Nurserymen, Florists, Dealers:**  
You can get your Spring supply from our 1500 acres

**TREES**

DECIDUOUS  
EVERGREEN  
FRUIT

SHRUBS  
VINES  
ROSES

**PLANTS**

HARDY PERENNIAL  
BEDDING (from Pots)  
HOUSE DECORATIVE

**SEEDS**

VEGETABLE  
FLOWER  
FARM and GRASS

BULBS:  
GLADIOLI  
DAHLIAS  
CANNAS, Etc.



**THE STORRS & HARRISON COMPANY**

PAINESVILLE,

"Painesville Nurseries"

Lake County, OHIO

39 STATE ST.



ROCHESTER, N. Y.

**American Fruits Publishing Co.**

*"New York  
State Grown"*

**NURSERY STOCK**  
FRUITS  
ORNAMENTALS  
ROSES  
EVERGREENS

Send for  
Price List

**W. & T. Smith Co.**  
Geneva, N.Y.  
Organized in 1846  
1000 Acres  
in 1928

## SPRING - 1930

- 500 Early Richmond, 2 yr., XX, Heavy  
1000 Early Richmond, 2 yr., 11/16 inch  
1500 Montmorency, 2 yr., 11/16 inch  
800 Montmorency, 1 yr., 11/16 inch  
1200 Montmorency, 1 yr., 7/16 inch  
6000 Montmorency, 1 yr., 5/16 inch  
5000 Montmorency, 1 yr., under 5/16 inch  
4000 Honeysuckle, Morrowi and Bella Albida,  
3 to 4 and 4 to 5 ft.  
25000 Amoor River Privet,  
2 yr., 12/18, 18/24 in., 2/3 and 3/4 ft.  
2000 Iboya Privet, 12/18, 18/24 in. and 2/3 ft.  
8000 Spirea, Vanhoutte, 2/3, 3/4 and 4/5 ft.  
1800 Snowberry, 18/24 in., 2/3 and 3/4 ft.  
2200 Indian Currant, 12/18, 18/24 in. and 2/3 ft.  
150 Catalpa, Speciosa, 8 to 10 ft.  
400 Catalpa, Speciosa, 1 1/4 inch  
430 Catalpa, Speciosa, 1 1/2 inch  
160 Catalpa, Speciosa, 1 1/4 inch  
1900 Elm, Budded, 1 1/4 inch  
1500 Elm, Budded, 1 1/2 inch  
The above Elm were transplanted 4 years ago.  
1500 Elm, 6 to 8 ft.  
2000 Elm, 8 to 10 ft.  
2500 Elm, 1 1/4 inch  
800 Norway Maple, 6 to 8 ft.  
1200 Norway Maple, 8 to 10 ft.  
1000 Norway Maple, 1 1/4 inch  
300 Norway Maple, 1 1/2 inch  
1000 Soft Maple, 8 to 10 ft.  
2000 Soft Maple, 1 1/4 inch  
2000 Elm, 1 1/2 inch  
600 Elm, 2 inch  
2000 Soft Maple, 1 1/2 inch  
700 Soft Maple, 2 inch

## C. M. HOBBS & SONS

BRIDGEPORT, INDIANA

Established 1875  
LARGEST NURSERY IN INDIANA

## Best Tree Digger on Earth



Write for Descriptive Circular and Prices

## Stark Brothers

NURSERIES AND ORCHARDS COMPANY

Louisiana,

Missouri

## Here's Hemlock

WE had good fortune with our beds of Hemlock seed three years ago. A fine stand. Now they're 4 to 8 inches high and have been once transplanted (last spring). Grown in nursery seed beds from American seed and transplanted one year in transplant beds.

## NURSERY GROWN TSUGA CANADENSIS

\$60.00 per Thousand

4 to 8 inch transplants

AND there are many other good buys in our green list of lining out stock just mailed to the trade. If your copy didn't come, a card will bring it.

## KELSEY NURSERY SERVICE

Fifty Church Street, New York City





# Onarga Nursery Co

## Wholesale Growers

### of EVERGREENS

#### Ornamental Shrubs, Rock Garden and Perennial Plants

	Per 100	Per 1000
Currents, red, 2 yr. 1	\$ 5.00	\$ 35.00
Althea, bush, 3-4'	20.00	150.00
Cornus Lutea, 3-4'	20.00	150.00
Cydonia Japonica, 3-4'	30.00	
Deutzia Gracilis, dwarf, 15-18"	15.00	100.00
Deutzia Lemoine, dwarf, 24-30"	15.00	100.00
Honeysuckle Bush, Asstd., 3-4'	20.00	120.00
Lilac, Persian, 3-4'	30.00	175.00
Philadelphus Avalanche, 20-36"	22.50	150.00
Privet, Amour River North, 16-24"		45.00
(35.00 M in 5000 lots or more)		
Spirea Arguta, 2 1/2-3'	20.00	100.00
Spirea Froebellii, 18-24"	12.00	100.00
Spirea Thunbergii, 2-2 1/2'	20.00	100.00
Symphoricarpos Racemosus, 2-3'	12.00	100.00
Tamarix, Assorted, 3-4'	18.00	100.00
Weigela Rosa, 3-4'	20.00	120.00
Clematis Paniculata, 3 yr.	20.00	100.00

Thousands of other trees, shrubs and rock garden perennials at reasonable prices. If you are not on our mailing list, write us, and send us your want list, as we can often quote better prices on stock we have in heavy surplus.

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**E. P. BERNARDIN**  
**Parsons**  
**Wholesale Nurseries**  
**PARSONS, KANSAS**  
 Established 1870

### Specialties

Amour River North Privet, 2 yr., 2-3 and 3-4 ft., well branched.  
 Bungei Catalpa, 4 1/2-8 ft. stems.  
 Lombardy Poplar, 5-6 to 10-12 ft.  
 Thurlow Willow, 5-6 to 10-12 ft.  
 Lonicera Bella Albida, 2-3 to 5-6 ft.  
 Deutzia Pride 2-3 to 5-6 ft.  
 Forsythia Asst., 2-3 to 4-5 ft.  
 Tamarix Asst., 2-3 to 5-6 ft.  
 Purple Wisteria, 2 & 3 yrs.

**EVERGREENS**—Biotas and Junipers, in good supply.  
 Early Harvest B. B. root grown plants.  
 Long list of Ornamentals in generous supply.

### "We Ship 'Em Quick"

HARDY SHRUBS, ROSES, PRIVETS, FRUIT TREES, GRAPE VINES and SHADE TREES. CUT LEAF WEEPING BIRCH, A SPECIALTY.  
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**CONSIDER QUALITY**  
**2 year CHINESE ELM (*Ulmus Pumila*) Seedlings**  
**NORTHERN TYPE**  
**SPARINGLY IRRIGATED**  
**WELL MATURED**  
 Far superior to 1 year forced, soft stock commonly offered. Sizes ranging from 12 inches to 5 feet. At the one year price as long as they last.  
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We carry a nice line of Lining Out Stock and have a surplus in many varieties of Shrubs and Trees, such as

American Sycamore  
 Silver Maple  
 Amour River North Privet  
 Deutzias and Weigelas

Our Wholesale Spring Trade List will be out December 1st.

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 PLEVNA, ALABAMA

### WATERPROOF PAPER LABELS

Red or White, Plain or Printed  
 Sample Free  
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Elyria,

Ohio

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Importers and Growers of  
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 Hardy Lilies, Manetti, Lily of Valley,  
 Sphagnum Moss.  
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CAR LOTS our specialty, but we accept orders from nurserymen for any number of trees.

**Simpson Nursery Co.**  
 Monticello, Fla. Established 1902

### BRISTOL'S TREES

Northern-grown, Hardy Evergreens  
 Forest and Ornamental Stock,  
 especially Red Pine

H. R. BRISTOL, Plattsburg, N. Y.

### Perennial and Alpine Plants

A list for Landscape Architects,  
 Nurserymen and Gardeners.

**WESTCROFT GARDENS**  
 GROSSE ILE, MICHIGAN

### LESS THAN FIVE CENTS A WEEK—

**AMERICAN NURSERYMAN**  
 Chief Exponent of the Nursery Trade

Issued 1st and 15th of each month. The National Journal of Commercial Horticulture. National and international circulation. Reaching every State in the Union. Journal appreciated by upward of 2500 Nursery readers. Subscription: \$2.50 per year; three years for \$6.00. A one-inch advertisement for \$1.40; under yearly term, \$1.25.

## THIS PAGE PRESENTS

**American Nurseryman Directory of American Plant Propagators**

**Listing Nursery Concerns Which Specialize in Production of Young Stock  
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1919, Will Hold Its Twelfth Annual Meeting in Minneapolis, Minn., July, 1930—H. L. Haupt, Secretary, Hatboro, Pa.

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COMPLETE assortment of lining out sizes. Also larger grades for Landscaping. Send for our wholesale catalog. Also descriptive booklet in colors.

D. HILL NURSERY CO.  
Evergreen Specialists  
Largest Growers in America  
Box 402 Dundee, Illinois

**NAPERVILLE NURSERIES**

Headquarters for  
**LINING OUT STOCK**

Large Assortment  
**WELL GROWN—NONE BETTER**

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**NEW PRICE LIST**

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HEMLOCK  
ARBOR VITAE  
NORWAY SPRUCE  
SCOTCH PINE  
BALSAM  
CANOE BIRCH  
SUGAR MAPLE

and other Evergreens, Shade Trees, Shrubs, Ferns, and Perennials.

**GEORGE D. AIKEN**  
PUTNEY, VERMONT

**WE HAVE THEM  
You May Want Some**



Norway, Sycamore and Silver  
Maples; Pin, Red, Mossy Cup,  
Catsbaei and Willow Oaks.

Butterfly Bush, Dogwoods, Deut-  
sias, Forsythia, Spireas, etc.

Our Trade List is ready.  
Get next to one.

**Atlantic Nursery Co.**  
BERLIN, MARYLAND

**ROSES**

 Shrubs Cannas   
Lining-out Evergreens

Send for Trade-List

**The CONARD-PYLE Co.**  
ROBERT PYLE, Pres. West Grove, Pa.  
Established Nurserymen since 1899

Choice Broad-leaved and Coniferous

**EVERGREENS**

in Lining out and Specimen Sizes

Write for wholesale catalogue and  
list of rooted cuttings.

**T. KIYONO**  
CRICHTON, ALABAMA

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MILLIONS OF THEM**

Seedlings—Transplants—Cuttings  
Grown under glass

Also Apple Trees, Shade Trees,  
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**FLOWERING SHRUBS,  
VINES and CLIMBERS**

We produce the greatest variety of  
Herbaceous Plants and Field Grown  
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wholesale price lists.

**Bobbink & Atkins**  
Rutherford, New Jersey

**LINING OUT STOCK  
EVERGREENS  
TREES  
SHRUBS**

Send for our price list of  
**HARDY NATIVE TREES, SHRUBS,  
and PLANTS**

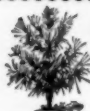
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Exeter, N. H.

**Largest Assortment**

and largest stock of lining out stock in  
the United States.

Write for prices or call and see our  
growing stock.

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CULTRA BROS., Mgrs.  
Onarga, Illinois



**EVERGREEN  
TREES**

For Ornamental or Forest Planting

Trees of known quality; raised from SEED at  
our Nurseries under personal supervision, based  
on 20 years' experience. All varieties. Sizes  
range from seedlings, thru 3, 4 or 5 year trans-  
plants, up to 20 feet tall. Prices astonishingly  
reasonable. Write for Catalog and know about  
our guarantee.

**FRANKLIN FORESTRY Co.**  
89 STATE ST. BOSTON, MASS.  
NURSERIES AT COLRAIN -  
SUDBURY - PLYMOUTH

**FERNDALE NURSERY**

Northern Grown Hardy Plants

**SEVEN MILLION EVERGREEN**  
Seedlings and Transplants.  
**HARDY OUTDOOR PERNS**  
**ROCK GARDEN PLANTS**  
**WILD FLOWERS & PERENNIALS**

We mail Trade List and will quote in-  
teresting prices on want lists.

We have the Quality and Quantity.

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EVERGREENS**

for  
**Bedding and Lining Out**

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Yellow Springs Ohio

**Scotch Grove Nursery**  
Growers of  
**EVERGREENS**

For  
**Lining Out**  
GOOD ASSORTMENT  
STANDARD SORTS

Price List on Request—Established 1871  
**SCOTCH GROVE, IOWA**

**EVERGREENS  
SEEDLINGS and TRANSPLANTS  
FOR LINING OUT**

WRITE FOR OUR PRICE LIST

**THE NORTH-EASTERN FORESTRY CO.**

"WE GROW OUR OWN TREES."  
CHESHIRE, CONNECTICUT



## AMERICAN NURSERYMAN — March 15, 1930

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

**Advertising**—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

"**AMERICAN NURSERYMAN**" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"**AMERICAN NURSERYMAN**" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT  
Editor, Manager.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

30 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and rates the welfare of the Nursery Trade above every other consideration.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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## We Are Ready! Are You?

*The Shipping Season is Close*

YOU CAN GET WHAT YOU NEED HERE NOW  
AND BE READY TOO

Complete Assortment of  
Quality Stock at Right Prices

See March 1st List

Note the Bargain Items in bold face type

### ORDER TODAY!

If you are not on our mailing list, advise us.

**C. R. Burr & Company**  
INCORPORATED

General Nurserymen MANCHESTER, CONN.

We do not sell at wholesale to retail buyers.

## Lining Out EVERGREENS

*[High in Quality  
Yet Low in Price]*

No one can give better service. We guarantee delivery of fresh dug stock in the finest growing condition. Moreover, we ship it when you want it, any time after March 20th.

Order today from the following bargain list.

### TWO YEAR SEEDLINGS

		M	20M	25M
Norway Spruce,	4/6 inches...	\$ 6.00	\$ 50.00	\$112.50
	4/6 "	10.00	90.00	
Blue Spruce,	3/6 "	30.00		
Douglas Fir	3/6 "	25.00	225.00	
True gray type, northern Colorado.				
Biota Orientalis	6/8 " up	12.00	100.00	
European Larch,	6/8 " up	14.00		
Japanese Larch	4/8 "	18.00		
Austrian Pine	3/6 "	10.00	90.00	200.00
Mugho Pine	2/4 "	16.00	150.00	
Ponderosa Pine	3/6 "	12.00	100.00	
Black Hills of South Dakota (Seed)				
Scotch Pine	4/6 "	7.50	70.00	
Japanese Red Pine,	3/6 "	14.00		
White Pine	3/6 "	12.00	100.00	

Write for complete list of seedlings and transplants if you don't find what you want here.

**SCOTCH GROVE NURSERY**  
GROWERS FOR FIFTY YEARS  
SCOTCH GROVE, IOWA

## The Preferred Stock



### SHRUB SPECIALS!

Here they are—items that every Nurseryman will need this Spring. Perk says you can't go wrong on any of these!

Beauty Bush, 12-18"	\$ 50.00 per 100
18-24"	65.00 per 100
Cotoneaster Horizontalis, 18-24", B&B	100.00 per 100
Daphne Cneorum, 8-10"	60.00 per 100
10-12"	80.00 per 100
Euonymus Alatus, 2/3'	40.00 per 100
18-24"	30.00 per 100
Hydrangea P. G., TREE FORM, 4/5'	70.00 per 100
3/4'	60.00 per 100
Privet Iboium, 2/3'	70.00 per 1000
18-24"	55.00 per 1000
Japan Quince, 18/24"	20.00 per 100
Korean Spirea, 9/12"	30.00 per 100

also

French Lilacs  
Cornus Rubra  
Flowering Crab

Flowering Cherry  
Pauls Scarlet Thorn  
Cut. Lvd. Wpg. Birch

and

a very complete General List.

He's right! Ask for our Bulletin.

Yours for a big year,

JACK

**Jackson & Perkins Company**  
Wholesale Only  
Newark, New York.

## EVERGREENS

Sherman's evergreens are grown by men who know how to grow evergreens. It is our desire to grow trees that you will be proud of when you see them growing on your customer's lawns. We use the greatest care in digging and packing, that these trees so carefully grown will reach you without losing any of their first class quality.

We can supply practically all varieties of evergreens or general nursery stock but we wish to call your attention especially to the following:

LINING OUT STOCK	SPECIMEN STOCK
Balsam Fir	American Arbor Vitae
Arbor Vitae	Douglas Golden Arbor Vitae
Pyramidal Arbor Vitae	Globosa Arbor Vitae
Juniper Sabina	Compacta Arbor Vitae
European Larch	Austrian Pine
All The Pines	Balsam Fir
All The Spruces	Douglas Spruce
Red Cedar	Norway Spruce

**The SHERMAN NURSERY Co.**  
Charles City, Iowa



# AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

## The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

VOL. LI

ROCHESTER, N. Y. MARCH 15, 1930

No. 6

## A Guide for Intense Study Now by the Trade

From Cover to Cover the Campaign Story Is Presented, Ready-made, to Executive and Salesman Alike, For Nursery Sales Appeal

### "HOW TO MAKE AN OUTDOOR LIVING ROOM" BOOKLET A MODEL

The printed matter that has come from National Publicity Headquarters for the American Association's Campaign has been of a high order uniformly. We think the finest thing of all, notably equalling in the booklet line the beautiful colored advertising page in the Ladies Home Journal, is the new 7" x 9½" booklet entitled "How to Make an Outdoor Living Room" which is being featured in the 1930 magazine advertisements. It is indeed, splendid material for the Nursery salesman, as headquarters suggests, the ideal thing to localize and personalize the National Campaign in a territory; the name of the Nursery concern presenting it being printed on the front cover.

All that has been said of the Outdoor Living Room (and it has been the subject of highly-colored word paintings) is here embodied in beautifully illustrated descriptions of methods for transforming the back yard into another room for the home.

The book elaborately displays the developed plans that were presented to the trade in embryo on charts a year ago and makes real the dream of what could be portrayed to home owners throughout the country on a subject that instantly appeals. It certainly seems that seldom, if ever, has the American public been confronted with so enticing a prospect.

A Nursery salesman armed with this book must inevitably be the envy of salesmen everywhere, for his order book ought to fill up automatically. How the Nursery trade is going to be able to fill the orders is a wonder.

**For Ornament or Windbreak**—An eight-page leaflet recently mailed by the University of Idaho, besides giving a list of the forest and shade trees which may be obtained from the State Nursery, gives information as to choice of tree species, planting and care of tree species, planting and care of ornamental, woodlot or windbreak, and roadside tree stock. A statement is made that flowers, shrubbery, or fruit trees of any kind are not handled—just ornamental forest and shade trees—there being about 40 different species listed. This offers a wide choice for all tree planting conditions in Idaho.

### For Colorado Nursery Survey

An amount, up to \$100, was proposed for making a survey of the Nursery business of Colorado. The matter will be acted upon at the next meeting.

The association decided that at each meeting a speaker should be selected from the membership to prepare a topic for discussion at the next meeting.

D. M. Andrews discussed soil conditions as observed in his experience. The testing of soil for acid or alkaline conditions is important, he said, because experiments have shown that more than nine-tenths of the common plants thrive best in soil that is slightly acid. Any land which will produce a good crop of sweet clover will not need the application of lime for any purpose. All members of the pine, heath and oak families need an acid soil in varying conditions for their best growth. Sage brush, too, appears to thrive best on soil which is slightly acid or neutral in its content.

Aluminum sulphate applied directly to the soil in ratio of three ounces to a square yard will produce a condition of acidity

which should preserve its strength two years. It can safely be followed by any experienced Nurseryman. Highly sensitive chemicals, said Mr. Andrews, give much more accurate results in testing soil than will litmus paper.

These officers were elected: President, D. M. Andrews, Boulder; vice-president, R. U. Williams, Greeley; secy.-treas., C. C. Wilmore, Denver, re-elected. Arthur R. Langman, Colorado Springs, and D. W. Spangler, Longmont, were elected directors to serve three years.

A. B. Lambert, Lambert Nursery, Portland, Ore., never questions the claims of his customers and never allows his employees to do so. He has found that one client tells another that courtesy may be expected at Lambert's Nursery and this results in the happiest kind of advertising. All plants from the Nursery are guaranteed and almost always the establishment's own stock is planted. The firm has been established in Portland four years. Prior to that time the proprietor conducted the Lambert Landscape Company, Shreveport, La.

### Conference on Nursery Census Statistics Is Arranged

The following communication, of special interest in connection with the desire of the Nursery trade to procure through the Department of Commerce, Bureau of the Census, as complete Nursery statistics as is practicable, has reference to correspondence published on pages 103-104 of March issue of this journal:

Editor American Nurseryman:

Referring to your letter of February 28 concerning a more comprehensive survey of the Nursery industry than contemplated in the regular census of Agriculture, which will begin April 2, 1930, addressed to Dr. Joseph A. Hill, Acting Director of this Bureau:

Your recommendations concerning this matter have been brought to the personal attention of the Director, Mr. W. M. Steuart, upon his return from a recent official trip. Mr. Steuart has requested me to notify you that a conference will be held in the Conference Room, Bureau of the Census, Washington, D. C., at 10 A. M. on Tuesday, April 15, 1930. This conference is to consider the question of a later mail canvass for both Nurseries and Greenhouses as well as Florist Establishments to prepare the form of inquiry to be used if it is decided to have the mail canvass and other subjects in con-

nection therewith. Of course, you understand that it is too late to make arrangements to have a census of Nurseries and Florist Establishments taken during the regular canvass of Agriculture.

#### Special Notice to Nurserymen

It should be understood by all parties interested that any future census of the industries named must not prevent these establishments from giving the amount of their sales in 1929 to the regular census enumerators in the April canvass. As a matter of fact, it is the desire of this Bureau that every Nursery and Florist Establishment will give as complete a report as possible to the census enumerators on the General Farm Schedule, or on another schedule where the amount of sales was smaller than \$250 in 1929.

From the regular census, we hope to secure the name and address of every establishment in the United States for our mail canvass, as well as a number of facts upon which to base the preparation of our schedules and the plan and methods of the mail canvass. An invitation is hereby extended to you to represent your publication at this conference.

W. L. AUSTIN,  
Chief Statistician for Agriculture  
Washington, D. C.  
March 8, 1930

# States Agree on Nursery Inspection Methods

Understanding Brought About by National Plant Board—Seven Fundamental Principles Laid Down—Fumigation Practice Under Investigation—Principles of Quarantine  
BOARD URGES FEDERAL AUTHORITIES TO CONTINUE FLY WORK

**T**HE National Plant Board, an association representing the quarantine and inspection agencies in 48 states held its annual meeting at Orlando, Fla., January 11-15, 1930. This Board was organized in 1925 to bring into closer co-operation the pest control administration officials of the various states, to improve and unify quarantine and regulatory activities, and to act on behalf of the states as an independent advisory body with the Federal authorities in matters relating to inspection, quarantine and insect and disease control.

The full membership was present: W. C. O'Kane, Durham, N. H., (Chairman); G. A. Dean, Manhattan, Kansas, (Vice-Chairman); W. A. McCubbin Harrisburg, Pa., (Secretary); Oscar Bartlett, Phoenix, Ariz.; R. W. Harned, A. & M. College, Miss.; W. C. Jacobsen, Sacramento, Cal.; R. W. Leiby, Raleigh, N. C.; R. A. Ruggles St. Paul, Minn.

Florida being the center of activity in the strenuous efforts now being made by the Federal Bureau of Quarantine and the Florida State Plant Board to lock up and if possible wipe out completely the destructive Mediterranean fruit fly, the National Plant Board naturally spent considerable time studying this problem which is of vital interest to the whole country even to those states outside of the citrus belt. At the conclusion of its investigation of the areas infested, the methods used to prevent spread, the very extensive spray program, and the procedure adopted for eradicating this insect pest, the following statement was sent to the Federal office and to the quarantine officials in Florida.

## Fruit Fly Quarantine Indorsed

"During its recent annual meeting at Orlando, Fla., the National Plant Board spent a part of its sessions in examining into various aspects of the Mediterranean fruit fly problem, visiting for this purpose several sections of the state both within the quarantine zones and outside of them, and on a scale covering more than 1000 miles of travel. From the information obtained the Board concludes unanimously that this recently introduced insect constitutes a menace of the gravest nature to the fruit industry of the citrus belt and that this pest shows potentialities for damage so great that it should be suppressed at almost any cost.

The board has examined in some detail the plans adopted for quarantine, scouting and eradication work in Florida and is of the opinion that this program undertaken by the P. Q. C. A. and the Florida State Plant Board not only effectively safeguards the rest of the country from this pest but gives an assuring prospect of its ultimate eradication. Furthermore, in spite of the difficulties involved in the hurried setting-up of an undertaking of such magnitude the organization and field work have been characterized by an unusual degree of thoroughness and efficiency. The results to date are considered to be a remarkable and outstanding accomplishment in insect control work.

"Since final success means the destruction of every single fly over a wide area of infestation, and since it is incredible to think that any such complete blotting out has been achieved, the National Plant Board earnestly urges the P. Q. C. A. and the Florida Board to continue their eradication efforts on both an extensive and intensive scale until the final suppression of this pest is absolutely assured."

## Nursery Inspection Methods

The Board is now able to announce that final agreement has been reached among the various states on certain principles relating to Nursery inspection methods, and these principles are now recommended for adoption by all states wherever possible.

(1). That the exaction of license fees and bonds in connection with the sale of Nursery stock is undesirable, and that this practice be discontinued where conditions permit.

(2). All Nursery stock should be inspected in the growing season and at such additional times and places as will provide adequate safe-guard.

(3). All stock in transit interstate shall bear a valid, dated certificate of inspection, issued by a state or Federal inspector.

(4). A certificate of inspection should in no case be allowed to extend into a shipping season following a period during which the stock might have become re-infested, except with adequate reinspection.

(5). Fumigation should be considered as an auxiliary measure, and not as an adequate substitute for Nursery inspection.

(6). The jurisdiction of the Nursery inspection officer should extend to the surroundings of the Nursery, as well as to the Nursery.

(7). A state, considering the issuance of a quarantine or other regulation of interest to another state, shall send notice as far in advance as practicable to the Federal Horticultural Board, to quarantine officers of other states, and to others in interest.

Inquiry as to the state of the larch canker, a disease introduced from Europe into the North Atlantic States, brought out information that survey and eradication programs are being satisfactorily carried out by the Federal authorities. This disease is of national interest largely because of the possibility of damage if it should be allowed to spread to the valuable Douglas fir stands of the West.

Consideration was also given to the perennial apple canker, a disease which has been damaging in certain North Pacific Coast states, and which has been a source of anxiety to some eastern states which feared its introduction into their apple producing areas. Information from all available sources indicated that this disease was not likely to be of importance outside of its present range and the board recommended

that no immediate quarantine action be taken.

## Nursery Stock Fumigation

A recommendation was also made for further study into the value of Nursery stock fumigation as it is ordinarily carried out. There appears to be some dissatisfaction with the fumigation procedure required by certain states on account of unsatisfactory results and some plant injury. The board could make no final statement on this point until more information was available.

For several years the board has had under preparation a statement embodying the "Principles of Quarantine." This statement had now been submitted for ratification and it is expected that it will shortly be made public in its final form.

## "Costs the Public Nothing"

Advertising which breaks the ground for other forms of salesmanship, and thus blazes the trail for mass production, which in turn keeps prices to the consumer at a minimum, is the one thing in the scheme of modern business which really costs the public nothing, Ernest C. Hilborn, Valley City, N. D., told members of the Twin City Nurserymen's Association at their monthly meeting in Minneapolis last month.

## As To Imported Rose Stocks

The Mt. Clemens, Mich., Rose Growers Association has adopted the following resolutions.

"Whereas, Grafting stock of roses grown in North America with the possible exception of Rose odorata, may be and apparently is largely affected by chlorosis, and whereas foreign grown stock seems to be quite free of the disease, be it further

"Resolved, That the Federal Horticultural Board be strongly urged to investigate the condition of rose stocks in the United States and Europe and to postpone the embargo against foreign grown stocks until such time as the producers of home-grown stocks can grow a suitable supply of clean stocks; be it further

"Resolver, That State Nursery Inspector E. C. Mandenberg be furnished with a copy of these resolutions and that E. C. Mandenberg be requested to present the matter before the coming meeting of the Central States Plant Board and strongly urge the cooperation of this body."

The Michigan and the national florists associations were asked to take similar action.

**To Improve Jersey Conditions**—Arthur J. Jennings, president of the New Jersey Association of Nurserymen, is a member of the Committee of Twelve of the agricultural leaders of New Jersey which will cooperate with the Federal Farm Board to plan and execute a program for betterment of agricultural conditions in that state.



# An Atlantic City Flower and Garden Pageant

**First National Event Replacing the Annual Beauty Pageant—Nurserymen's Opportunity To Extend Publicity Campaign Effects in Exceptional Measure**

HORTICULTURISTS may now rejoice in the fact that this country is at last to have a fall flower and garden show that will compare with the already existent spring shows. The First National Atlantic City Flower and Garden Pageant, which will be staged in the new Atlantic City Auditorium and Convention Hall, the largest in the world, will in addition to taking its place as the first giant show in the eastern section of the country replace the annual beauty pageant formerly staged at the coast resort.

The organization and direction of the show is in the hands of J. W. Johnston of Philadelphia, horticultural writer for several large metropolitan Sunday newspapers and garden editor of the Philadelphia Record and Camden, N. J., Courier. Mr. Johnston also created and directs the New York World's Better Lawns and Gardens Contest, which is now entering its third successful year. This contest has been pronounced by horticultural experts as the most successful of its kind in the country, boasting last year of more than 6000 entrants.

The show will open on September 9 and close the night of September 14—a six day program. Two state shows will be held in conjunction with the affair, namely, the state show of the New Jersey Gladiolus Society and that of the Dahlia Society of New Jersey. In addition to these two organizations seventy garden clubs, florists clubs and other groups allied with horticulture will participate in the various events scheduled for the six days.

An advisory board is now being formed, which when completed will number nearly 100 of the most prominent men and women in the world of horticulture. This group will aid the show by suggestions and criticism of plans, which will be submitted to them by mail. Each of the participating societies have appointed two delegates to act for them in aiding and cooperating with the show management; this latter group will also act in an advisory capacity. Charles Totty, of Madison, N. J., noted for his horticultural achievements, has accepted the post of supervisor of judges at the Atlantic City Show.

Commercial firms will, with the exception of some of the smaller organizations, stage for the entire six days of the exhibit. A special section has been provided, however, in which two day displays may be staged. Commercial trade exhibits will compete for cash prizes for amounts that will compare favorably with the largest shows of today. Amateur competitive classes will carry certificates for cash as prizes, which will be redeemable with any trade exhibit on the floor at retail prices. These prizes will be awarded each evening of the three competitive days that they may be used immediately in making selection from exhibits for future delivery.

The advance interest shown by commercial firms relative to this show is a good indication of the success it will enjoy, for it is announced that even in advance of formal announcement of the sale of commer-

cial space over twenty per cent was sold, which list includes some of the largest and most prominent of American firms. A large sum is being spent by the Auditorium to attract a buying audience which combined with what hotels and railroads are expected to do together with garden club participation should make this an unusual feature.

Applications for space are now being received. When the quota is reached, which despite the gigantic size of the floor is limited, allotments will be made. Rental

for the six-day period is one dollar per square foot with a twenty-five per cent deposit required with application. Inquiries for floor plan and rules and for more complete information relative to participation in the show should be addressed to J. W. Johnston, Director, The Bourse, Philadelphia Pa.

Are you preserving your copies of the **AMERICAN NURSERYMAN**? They are of unequalled historic value.

## BARGAINS CONNECTICUT GROWN LINING OUT STOCK

### Rose Multiflora Japonica Seedlings (Very Scarce)

#### THE BEST STOCK FOR BUDDING

	Per M
2/3 mm. ....	\$10.00
3/4 mm. ....	15.00
4/6 mm. ....	20.00

### ROSA RUGOSA (Holland Grown)

6/9 mm. ....	\$25.00
--------------	---------

### BARBERRY THUNBERGI (Also Very Scarce)

#### SEEDLINGS PLANTED NOW WILL GET IN ON THE HIGH PRICE MARKET

1 Yr. Seedlings, 3/6 in. ....	\$10.00
2 yr. Seedlings, 9/12 in. ....	20.00
2 Yr. Seedlings, 12/18 in. ....	25.00

### DECIDUOUS SHRUBS

#### CRATAEGUS OXYACANTHA

#### SPIREA VANHOUTTE

	Per M		Per M
1 Yr. Seedlings, 6/10 in. ....	\$20.00		
1 Yr. Seedlings, 10/15 in. ....	30.00	1 yr., 10/15 in. ....	\$20.00

### EVERGREENS

#### PICEA EXCELSA

#### PINUS MONTANA MUGHUS

2 Yr. Seedlings, 3/6 in. ....	\$ 7.50	2 Yr. Seedlings, 2/3 in. ....	\$10.00
3 yr. Seedlings, 6/9 in. ....	12.50	3 Yr. Seedlings, 3/6 in. ....	12.50
3 Yr. Seedlings, 9/12 in. ....	15.00	4 Yr. Transpts., 3/6 in. ....	40.00

#### PINUS RESINOSA

#### PINUS SYLVESTRIS

2 Yr. Seedlings, 2/3 in. ....	10.00	2 Yr. Seedlings, 3/6 in. ....	7.50
4 Yr. Transpts., 6/12 in. ....	40.00	3 Yr. Seedlings, 12/18 in. ....	20.00

### THUYA OCCIDENTALIS (American Arbor Vitae)

	Per M
2 yr. Seedlings, 3/6 in. ....	\$ 7.50
3 Yr. Seedlings, 6/9 in. ....	10.00

**Write for Complete List of Lining Out Stock  
And Special Prices on Quantities of 10,000 or More**

**C. E. WILSON & CO., Inc.**  
**Manchester, Conn.**

# Where Association Membership Gives Prestige

## Because Planting Public Is Assured of Protection from Questionable Practice—Nursery Survey Commended—Soil Tests

### ROCKY MOUNTAIN NURSERYMEN'S ASSOCIATION IN SESSION

**M**EMBERSHIP in the Rocky Mountain Nurserymen's Association will be worth more than ever after this year; for it is planned to adopt a standard tag for use in all local shipments by the member. Since this tag will bear the name of the association and the inspection certificate it will serve to identify the shipper with an organization pledged to handle only high grade, regularly produced Nursery stock that has been inspected and passed. This action is expected to reduce in great measure the practice on the part of some who have induced planters to purchase collected stock of evergreens under the impression that they were procuring Nursery-grown trees.

A campaign to educate the public to buy only Nursery stock bearing the association tag will be promoted. Secretary C. C. Wilmore and J. T. Roberts constitute a committee appointed by President Carlisle Ferguson of the Northern Nursery Co., of Denver, to design a suitable tag and determine the method of disposal to members.

Another subject of special importance discussed at the annual meeting last month in Boulder at the home of D. M. Andrews was the subject of State Nursery trees.

R. E. Ford, of the Colorado Agricultural School, Fort Collins, representing the state forester's office, said it is the strict policy of his department to give away trees only to farmers and those living in towns of less than 2000 population, these to be used only for shelter belt and woodlot planting. Under no conditions are trees given to anyone for landscape planting. All purchasers are obliged to sign a statement regarding the proper use of the trees, stating also that such trees will not be resold. It was explained that any abuses that might have been noted by Nurserymen were probably due to lack of help necessary to enforce all regulations.

This policy of the forestry department was commended and endorsed by unanimous vote at the meeting.

#### In W. W. Hillenmeyer's State

So great is the interest in the improvement of home and public grounds in W. W. Hillenmeyer's state that Prof. A. J. Olney and others of the University of Kentucky, in response to urgent request, on March 7 conducted a one-day school at the university for instruction. Among Nurserymen present was Mr. Hillenmeyer who made one of the addresses.

At the conference of the Association of Newspaper Classified Managers in Milwaukee last month it was shown that some agencies have been offering classified advertising to prospective space buyers at a 10 per cent reduction from publishers' rates in a number of newspapers. Such reductions are being promised with the connivance of certain publishers, the conference was told, bringing about an unequal competition with publishers who adhere to their rate cards.

One of the exhibits submitted as evidence of the practice was a letter of the Arkenberg Special Agency publishers representatives, New York, to Brown Brothers Nurseries, Rochester, N. Y.

It has been "Come, take a walk" to many a fine old shade tree in the Pikes peak region this winter. The time of year when earth is frozen to the roots and can be taken along with them in the favorite time for moving trees, and Nurserymen estimate that about 200 large trees have been moved in the region this winter, among them fine spruce trees. They have been moved short and long distances, and a tree that saw one generation in this part of the region now may see another generation in an entirely different place. Those who have the money to buy and to move them can have the rare old trees; but the Nurserymen say they have been swamped with offers of trees for sale, and that many of those offered are not worth buying. It is the perfect specimens that are wanted.

## LOW PRICES

### Privet

#### PRICES FOR IMMEDIATE ACCEPTANCE

To move a block of 250,000 California Privet quickly we offer to the trade as follows:

12/18 inches, 3 branches and up.....	\$12.50 per 1000	\$100.00 per 10,000
18/24 inches, 4 branches and up.....	15.00 per 1000	140.00 per 10,000
2/3 feet, 4 branches and up.....	22.50 per 1000	200.00 per 10,000

These Privet were cut back at one year and are especially well branched. Samples on request.

### Evergreens

10,000 AMERICAN PYRAMIDAL ARBORVITAE

10/12 inch, roots puddled.....	\$25.00 per 100	18/24 inch, B&B.....	\$55.00 per 100
12/15 inch, roots puddled.....	35.00 per 100	24/30 inch, B&B.....	85.00 per 100
15/18 inch, roots puddled.....	40.00 per 100	2 1/3 feet, B&B.....	110.00 per 100

WE OFFER 100,000 ASSORTED EVERGREENS IN DIFFERENT GRADES AT EXCEPTIONALLY LOW PRICES

### Lining Out Evergreens & Evergreen Shrubs

100,000 ASSORTED VARIETIES FROM 2 1/2 INCH POTS FOR APRIL, MAY DELIVERY. WRITE FOR LIST OF VARIETIES AND PRICES

### Washington Rust Proof Asparagus

True strain, 2 yr. No. 1 roots with many crowns. \$6.00 per 1000 \$57.50 per 10,000  
All Washington varieties.....  
Orders for above stock filled in rotation, as accepted. No orders filled at the above prices when list as specified above is exhausted

**WESTMINSTER NURSERIES**

**Westminster, Md.**

Established 1893

Member American Assn. Nurserymen



#### GOOD PRUNING

means better trees and better fruit. It is easy to do good work with the BARTLETT COMPOUND LEVER PRUNERS. Used and endorsed by experts. We make a complete line of Pruning instruments, shears, saws, trimmers, etc. Write for free illustrated catalogue.

BARTLETT MANUFACTURING CO.  
Box 6, 3003 E. Grand Blvd., Detroit, Mich.

Mastodon Strawberry Plants, 12.00 per M; Aroma, Klondyke, Gandy, Lady Thompson, Michaels Early, Dunlap, Dr. Burrell, Missionary, etc., at \$4.00 per M. 25% discount for cash with order, while they last. 15% if 25% accompanies order. Strawberry plants are short crop and soon will be sold out.

UNITED STATES NURSERIES  
LINWOOD STATION, DETROIT, MICH

AMERICAN NURSERYMAN, published semi-monthly, three years \$6.00, 12 months \$2.50, Canada and abroad 50c per year extra.

#### EVERGREENS

	Per 25	Per 100
Rhododendrons, 2 to 3 ft. ....	\$11.00	\$35.00
Select Clumps, 2 to 3 ft. ....	22.50	70.00
Seedlings, 5 to 18 inches ....		12.00
Kalmia latifolia, Clips, 2 to 3 ft. ....	22.50	70.00
Canada Hemlock, 2 to 4 ft. ....	15.00	55.00

Write for carload prices.

Appalachian Evergreen Co.

Box 30 DOEVILLE, TENN.

### RHODODENDRON and LAUREL

FOR SALE—1 to 6 ft. in height.

L. A. MAYNARD

35 Atlantic St., Union City, Pa.

### A Nurseryman writes



Wm. Kraft  
Nurseryman  
Cincinnati, Ohio

"Your course pulled me out of the rut to financial success. It has put me in position to associate and do business with the best people. It has been worth many times its cost. I can truthfully recommend your school to any one who wants to take up landscape gardening."  
(Signed) WM. KRAFT

You, Too, Can Easily

BECOME A

LANDSCAPE ARCHITECT

AT HOME BY MAIL

There is no better or quicker way for a Nurseryman to increase his profits than by becoming a Landscape Architect. Our home study course is very easily mastered by men with nursery experience and without interfering with present work.

OPPORTUNITIES ARE UNLIMITED  
You'll find success, prosperity and happiness in this uncrowded profession, and it will greatly increase the earnings of your nursery business.

SEND FOR FREE BOOKLET

It gives complete details regarding our course and tells you how you may get started in this profitable field. Write us today.

AMERICAN LANDSCAPE SCHOOL  
10 Plymouth Bldg. Des Moines, Iowa

WESTCOTT NURSERY CO.  
Falls Church, Va.

400 Acres of  
EVERGREENS, SHRUBS, TREES

Write for Price List

THIS SPACE  
\$1.40 per issue

Under Yearly Term: \$1.25



# Announcing--

## THE FIRST NATIONAL

# ATLANTIC CITY FLOWER

# and GARDEN PAGEANT

in "The Atlantic City Auditorium—The Largest  
in the World—ATLANTIC CITY, N. J."

## SEPTEMBER 9th to 14th, inclusive, 1930

*To Glorify America's beauty and richness in flowers, fruits and vegetables*

State Show of the New Jersey Gladiolus Society

State Show of The Dahlia Society of New Jersey

### PARTICIPATING SOCIETIES

American Dahlia Society  
Baltimore, Md., Dahlia Society  
Burholme Horticultural Society  
Camden Dahlia Society

Federated Garden Clubs of Southern  
New Jersey  
New Jersey Association of Nurserymen  
New Jersey Florists Association  
New York Florists Club

North Glenside Horticultural Society  
Philadelphia Florists Club  
South Jersey Florists Club  
Trenton Horticultural Society  
Trevese Horticultural Society

### *An Opportunity for the Trade*

Presenting an unusual opportunity to the trade through the medium of commercial trade space at this show to cash in on National Publicity with sales that should be in keeping with the attendance that is anticipated. Already, even in advance of this formal announcement of the sale of trade space, many of the leading firms engaged in several different branches of the trade have reserved space that they may present their offerings to an attendance that will be national in its make-up.

Trade space for the six days will be reserved at one dollar per square foot with selection being accepted in the order in which applications are received. This horticulture show is expected to replace the Beauty Pageant; an event that received possibly as much national press notice as any public event in this country.

An advisory board of approximately one hundred men and women prominent in the horticulture world offering suggestions and giving counsel to the show insures the trade that no stone will be left unturned to provide the sort of Fall show that has long been needed. This group, together with the participating societies, is in itself a real indication of the coming popularity of the event.

We respectfully suggest that you investigate the sales possibilities of the pageant at this time, for even with the gigantic size of the floor trade space is limited, and when a given amount is reserved assignments will be made.

### *A Gala Week for Garden Lovers*

The show will open on Tuesday, September 9, 1930, featuring the Gladiolus in the competitive classes. Fruits and vegetables will also be staged on this day, as will all the plant classes, evergreens, etc. On Thursday, garden and greenhouse flower classes of all sorts will be the order of the day, with the Dahlia coming in as the predominating flower on Saturday. Trade exhibits will be maintained the six days with judging of trade spaces falling on the day in which the flowers or plants they are featuring are being staged competitively. Cash will be offered as prizes for commercial trade space in addition to trophies and medals where possible.

Amateur prize money will be given in the form of certificates for cash redeemable with any trade exhibit on the floor at retail prices. Many garden clubs will use special trucks and busses to convey exhibits and members to the show, remaining in many instances the entire week.

Here is a show financed by the Auditorium at Atlantic City that offers to the trade a long-awaited opportunity to stimulate and make sales in the Fall at a time when they can be efficiently handled. We can imagine no better place or time to present novelties, specialties or general lines than at the pageant. A gala six days for garden lovers; an event that will be before the eyes of the nation; a show that should return to those commercial firms who participate handsome profits.

Floor plans, rules, etc., will be mailed on request. Address all communications to

**J. W. JOHNSTON, Director**

Box 500

The BOURSE, PHILADELPHIA, PA.

# AMERICAN NURSERYMAN

## American Nursery Trade Bulletin



### CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

OFFICIAL JOURNAL  
PACIFIC COAST ASSOCIATION OF NURSEYMEN  
Largest District Organization in the Trade  
ILLINOIS STATE NURSEYMEN'S ASSOCIATION  
Leading State Nursery Trade Organization

Published Semi-Monthly by  
AMERICAN FRUITS PUBLISHING CO., INC.  
39 State Street, Rochester, N. Y.

RALPH T. OLCOTT, Pres. and Treas.  
Phones—Main 5728, Glenwood 760  
Chief International Publication of the Kind

SUBSCRIPTION RATES	
One Year, in advance	\$2.50
To Foreign Countries and Canada	3.00
Single Copies	.20

ADVERTISING RATES on Application  
Advertisements should reach this office by the 10th and 25th of the month previous to the date of publication.

If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., MARCH 15, 1930

### FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalism."—John Watson.

### A Policy Roundly Echoed

"Cultivated Americans, impatient with cheap sensationalism and windy bias, turn increasingly to publications edited in the historical spirit. These publications, fair-dealing, vigorously impartial, devote themselves to the public weal in the sense that they report what they see, serve no masters, fear no groups."—Time Magazine.

### Sound Distribution

"Distribution has been much stressed, perhaps correctly, by executives, organizations and business analysts as the present main problem of industry. Nevertheless, I am of the opinion that there can be no sound distribution that is not based on sound production.

"To find and serve a market is to presuppose a capacity to produce economically, wastelessly. Buyers have a way of seeking out the producer who best serves them at the factory."—Charles Ault, Auburn, Me.

### BOUGHT ON MERIT

The circulation of the "American Nurseryman" is bought by readers solely on editorial merit. It is never sold through schemes—cut rates, "clubbing," premiums and deferred payments never being employed.

## The Mirror of the Trade

### GARDENS THE KEYNOTE

In the belief that pretty girls in America are so numerous, that the opportunity to see them is so frequent and that not enough of them to make it worth while can be gathered even at Atlantic City, promoters of beauty shows have transferred their attention to flowers and fine gardens. Therefore the well-known beauty show at Atlantic City will be superseded this year by the First National Atlantic City Flower and Garden Pageant.

It just seems that forces favoring the Nursery trade come piling upon each other. Garden clubs are many times more active than ever. Plants, plants, plants are in millions of minds as spring approaches. Garden clubs in 19 states have federated and now Pennsylvania is in line. After each National Flower Show numerous garden clubs are formed. It is expected that this year's National Flower Show, in Minneapolis, will cause formation of many more clubs.

The Yard and Garden Contest activities at National Campaign Headquarters in Davenport, Ia., report many more than the usual number of contests arranged and a large number more in contemplation.

All this indicates the reception that awaits the national advertising put forth by the Nurserymen's National Campaign whose launching seemingly could not have occurred in a more opportune time.

It would seem apparent that all the Nurserymen of the country could with marked profit join in to make it a unanimous drive for a Big Market with unlimited demand, now that GARDENS is the keynote from coast to coast.

What a power a united front implies!

### POINTER ON LOCAL PUBLICITY

Oakland, Cal., Tribune in a recent issue shows one of many activities of the California Nursery Co., of which George C. Roeding, Jr., is president, in taking full advantage of National Publicity Campaign Headquarters' suggestions for use of local press mediums. The following article appeared duly credited in news form to Mr. Roeding:

California is quite generally known in the eastern states as a land of flowers. Among eastern Nurserymen it is more specifically known as a land of roses. Each year California ships many carloads of rose bushes to the large Nurseries in the east. Although a part of these shipments comes from Southern California, the most discriminating Nurserymen prefer rose bushes grown in the temperate climate surrounding San Francisco bay.

Several rose-growing establishments are located in the southern part of Alameda county. At Niles the California Nursery company has been engaged in rose-growing since the founding of the company in 1865.

While the company produces hundreds of thousands of rose bushes each year, it stresses quality rather than quantity in its rose bush production. Every operation is carefully supervised from the time the cuttings of the root stocks are made, through the budding, irrigating, cultivating, digging and grading of roses.

Rose hybridizers in Europe and America produce so many new varieties of roses each year that this company finds it necessary to maintain a test garden to try out these productions before offering them for sale. Only a comparatively small percentage of these new roses survive the test. Those that are accepted must be really dif-

ferent from existing varieties or must have outstanding good qualities to recommend them.

In addition to their rose-growing operations, the California Nursery company has nearly 300 acres devoted to the growing of ornamental trees and shrubs. The company in its 65 years of Nursery work, has supplied a large part of the trees and shrubs that have helped to make the Eastbay known as a region of beautiful gardens.

### LOCAL CAMPAIGN BENEFITS

Minnesota Nurserymen have suggested that a field man be employed in National Publicity Campaign work to assist fund subscribers in preparing material sent out from headquarters for local tie-up with the national advertising. The necessity for local activity on the part of Nurserymen, in strong local supplemental publicity if full benefits from the Campaign are to be obtained is keenly appreciated. In many cases progressive trade concerns have benefited appreciably through their application of methods and material furnished by the National Headquarters. In many other cases little or nothing has been done with these aids supplied to enable subscribers to get direct benefits in marked degree.

At the winter conventions those who are directly active in promoting Campaign details have repeatedly emphasized the need for full cooperation on the part of individual subscribers in using the aids sent out from headquarters to the end that direct results may accrue. Director Cary especially directed attention to this important subject, in his addresses of the last two months. He clinched his argument by citing instances of marked benefit resulting from studious application of the suggestions and material from Campaign headquarters.

The practicability of assistance in this local application, by a field man, is being considered.

### FOR ADEQUATE NURSERY CENSUS

The New Jersey Nurserymen's Association's executive committee has asked the U. S. Bureau of the Census to make more comprehensive plans for Nursery trade statistics. William Flemer, Jr., with represent the association in conference with the Dept. of Agriculture for working out a satisfactory schedule. Mr. Flemer has for some time been working with Attorney Macdonald for the A. A. N. in the matter.

**Forestry Fellowship**—The Charles Lathrop Pack Forest Education Board founded by the Charles Lathrop Pack Forestry Trust of Washington, D. C., announces a number of fellowships in forestry for the year 1930-31, to encourage men who have shown unusual intellectual and personal qualities to obtain training for leadership in general of forestry, in the forest industries, in the teaching of forestry, in forest research, or in the development of public forest policy.

**New Roses**—Secretary Robert Pyle, American Rose Society, announces registration committee approval of new roses: Rio Rita, H. T., by Jos. H. Hill & Co., Richmond, Ind., white, tinged with pink, fragrant. Agnes Depuy, H. T., by Dr. Hiram Depuy, Tacoma, Wash., geranium red over gold.

Are you preserving your copies of the AMERICAN NURSERYMAN? They are of unequalled historic value.



# Travel Scenes Afforded by A. A. N. Convention

## Yellowstone National Park Within Easy Reach from Minneapolis—Details of Arrangements for the Tour—Low Summer Railroad Fares

A fine opportunity to visit the Wonderland of the World, Yellowstone National Park, is one of the additional attractions which the 1930 convention trip to Minneapolis holds for members of the American Association of Nurserymen. It is an opportunity which should be seized if possible, according to members who have toured the park.

"The Land of Boiling Water" where pools the color of the sky and other rich hues steam and bubble as on a stove, where geysers shoot aloft towers of white steam, where green plant life grows undisturbed while the scalding water of hot springs flows around it—to visit this phenomenal region, declare those who have seen it, is an outstanding experience of a lifetime.

The beauties of its vast forests, roaring waterfalls and mountains are classed among the finest scenery on the globe and when to this is added the mysteries of the inner, molten earth, smells of sulphur and brimstone, mud cooking like porridge and the gorgeous colorings of the Grand Canyon of the Yellowstone and the hot spring terraces, it is little wonder that the park has been called incomparable.

Members from the East and South, particularly, can include a post-convention trip to Yellowstone at comparatively much less expense, of course, than if they made the trip to "Wonderland" separately. Train service from Minneapolis to Yellowstone Park is very convenient, too, as travelers

can go directly to all principal gateways via the Northern Pacific Railway.

That Yellowstone Park is one of the national parks which may be seen at modest cost is of interest to members of the American Association of Nurserymen who are planning a post-convention trip from Minneapolis next July.

According to information furnished by C. W. Beardsell, district passenger agent of the Northern Pacific Railway, 200 Ellicott Square, Buffalo, N. Y., a four and one-half day tour of the park costs \$54 if one stops at hotels and \$45 the lodge way. The includes transportation through the park—250 to 300 miles of travel on the Yellowstone auto stages.

"Low summer railroad fares will be in effect at that time," Mr. Beardsell also pointed out, "and members can take advantage of these special rates from their home communities to Yellowstone Park as their tickets will allow a stopover at Minneapolis for the convention, and also at points along the way if desired."

"Yellowstone hotels are the metropolitan type with excellent accommodations. Travelers touring the park the lodge way are assigned electric-lighted cabins. Meals are served in a huge, rustic main lodge which provides lobby, barber shop and the other usual facilities."

"Free evening entertainment and dances are an interesting feature of the tour. Social

life in the park is in fact one of the attractions which make Yellowstone a real recreation land."

### This Bill Withdrawn

Where Nurserymen Passed It Up—An ordinance establishing a city Nursery and forester was prepared last month by the City Council upon the recommendation of the City Planning Commission. First work of the new forester will be to plant city thoroughfares between sidewalk and curb with trees. A different variety of trees will be used for each street.

Texas State Legislature has had under consideration a measure placing a quarantine on shipment in Texas of any citrus Nursery plants grown in Florida. Protests against the bill were telegraphed by Gov. Doyle E. Carlton and Commissioner of Agriculture Nathan Mayo of Florida. Governor Carlton said he believed that the present quarantine regulations were sufficient to handle the problem throughout the United States and Mr. Mayo asserted that passage of the bill would "create an unnecessary antagonistic feeling which might lead to retaliatory measures being passed by other states."

The governor and commissioner were warned in a message received from W. J. Lyles, Summerfield, Fla., Nurseryman, that if the bill became a law, Florida Nursery stock would be forever banned from Texas.

### "THE AMERICAN LINE"

**AMERICAN FRUITS PUB'G. CO**

**AMERICAN NURSERYMAN  
AMERICAN NUT JOURNAL**

Leading Publications in Their Fields

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**24 Issues for \$30**

**A Whole Year's Advertising  
Covering the Trade**

¶ Is your business able to maintain a display sign the year around before the entire Nursery Trade? You can do it for above rate, commencing now, in

**AMERICAN NURSERYMAN**

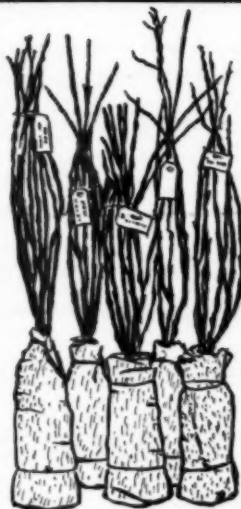
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**THIS SPACE**

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**Under Yearly Term \$1.25**



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**SAXOLIN**

**WATERPROOF**

**DUPLEX  
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Give your shipment that touch of extreme care and cleanliness that mean so much in the eyes of the customer.

### Wrap Your Bundles In SAXOLIN

SAXOLIN is clean, tough and easy to handle. It's waterproof, it holds the dirt and moisture around the roots.

SAXOLIN is two sheets of kraft paper cemented with asphalt filler and crinkled to stretch and conform to shape of bundle.

### COSTS LESS THAN BURLAP AND DOES A BETTER JOB

In Sheets Any Size, 6' x 8' \$1.20 Per 1,000 Sheets  
12' x 18' ----- \$5.25      20' x 24' ----- \$11.90 etc.

Ask for the Sizes You Use

In Rolls 200 Yards 12" to 60" Wide

**CHASE BAG CO.**

Specialty Dept. - Cleveland, Ohio

## Some Illustrations of Simplified Practice

When questions of catalogue, price list and surplus are under consideration it may be well to keep in mind what is being done in other industries in the way of Simplified Practice.

The attention of Nurserymen is directed to results of a survey conducted among the acceptors of Simplified Practice Recommendation No. 48—Shovels, Spades and Scoops—disclosed that much benefit is being derived through the application of this recommendation. The most prominent benefits accruing to the industry are, smaller inventories, less capital tied up in slow-moving stock, quicker deliveries and an increase in turnover, according to a statement recently made public by the Division of Simplified Practice of the Bureau of Standards, U. S. Department of Commerce.

The Bureau's statement is founded on an article entitled "Results and Benefits of Applying Simplified Practice to Shovels, Spades and Scoops," by J. F. McNeill, which appears in the February issue of the Commercial Standards Monthly.

"While there are no statistics on the subject, it is safe to estimate that half of the world's workers do their daily tasks with either a pencil or a shovel. Moreover, there is a surprisingly precise individual taste in those two tools. Most people have

a decided preference as to type, style and so forth—but more than 5,000 varieties of shovels! That was approximately the possible variety prior to 1923. In that year, the manufacturer decided to undertake a program of simplification designed to eliminate, as far as possible, the wastes caused by unnecessary diversity. They felt that their purpose could best be effected through the concerted action of manufacturers, distributors and users, acting in cooperation with the Division of Simplified Practice of the Bureau of Standards, Department of Commerce."

The resulting recommendation was put into effect July 1, 1926. On June 15, 1927, the standing committee unanimously recommended the addition of two types of shovels to the then existing schedule, the total reduction in variety being from 5,136 to 2,178 or 57%. Representative concerns and individuals in the trade reported that results were highly satisfactory.

From time to time arguments have been advanced in favor of greatly reducing the number of varieties of trees and plants catalogued by Nurserymen. We have cited results of a case in point in another industry. The files of the U. S. Department of Commerce show a wide range of experience of a similar kind where Simplified Practice has effected marked savings.

### City Planning and Trees

"Modern city planning combined with zoning is of inestimable value to the tree planting programs of municipalities," declared H. J. Neale, of the Park and Municipal Department of the F. A. Bartlett Tree Expert Company, Stamford, Conn., in a recent radio address over WEA, New York.

Where permanent set back building lines are established allowing for at least 25 feet and a wide thoroughfare, trees of a spreading nature such as oaks, elms, sycamore, and tulip, can be utilized.

Where the set back line is only 10 feet, trees that naturally spread but are able to withstand intensive trimming and shaping such as locust, linden, hackberry, and Chinese elm, can be used and where the set back line is less than 10 feet, only trees should be considered that will produce effect rather than natural spread and trees that are adaptable to upright growth, such as pyramidal maples, oaks, tulip, some of the conifers, gingko, Chinese elm, linden, ash, and ailanthus.

**Chinese Elm at \$2.50 Per M.**—About 400,000 young trees were ready to be shipped from the Oregon Forest Nursery near Corvallis, Ore., on the West Side highway, George W. Peavy, dean of the Oregon State college school of forestry, announced last month.

Among the young trees ready for shipment to Oregon ranchers who will use them to establish windbreaks and line shelters are black locust, green ash, box elder, Russian mulberry, western yellow pine and Chinese elm. The stock will be shipped at a list price of \$2.50 a thousand units to ranchers and lumbermen desiring to establish either windbreaks or to institute small reforestation plans.

**Flowering Cherries**—Says a U. S. Dept. Agr. bulletin on plant material from abroad: "The growing interest in flowering cherries warrants a note of the collections presented by the Arnold Arboretum (Prunus spp., Nos. 77261 to 77266 and Nos. 77404 to 77411). Along this same line is a shipment of six varieties (Prunus spp., Nos. 77313 to 77318) from Capt. Collingwood Ingram, of England."

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent.

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will gladly quote on  
YOUR LIST OF WANTS

YOUR ORDER placed with us, will receive our very careful and prompt attention

RUSH ORDERS filled and shipped promptly.

## SHENANDOAH NURSERIES

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SHENANDOAH, IOWA

Our Specialty—Your Order

## Colorado Blue Spruce

We offer for Spring Delivery

COLORADO BLUE SPRUCE (*Picea pungens*)

WHITE FIR (*Abies Concolor*)

DOUGLAS FIR (*Pseudotsuga douglassii*)

Sizes from one foot to four feet. Balled and Burlapped in car load lots; also seedlings of Blue Spruce, not balled.

McCOY & JENSEN

407 So. Penn.

Denver, Colo.

NURSERY ON MORRISON ROAD

## LINING OUT STOCK

	Per 100	Per 1000
Cham. Laws, Alumil, R. C. 5"	\$ 5.00	\$ 40.00
" Laws Alumil, x once transp., 8-10"	8.00	65.00
" Laws Alumil, 21" pots, 8-10"	10.00	80.00
Jun. Communis Depressa, 21" pots, 6-8"	9.00	
" Conferia, 21" pots, 5-8"	12.00	
Bermudiana, 21" pots, 8-10"	12.00	
" Chin. Pyr. Glauca, 21" pots, 4-6"	12.00	
Sabina Horizontalis, 21" pots, 8-10"	12.00	
" Pfitzeriana, R. C. 5"	5.00	40.00
" Pfitzeriana, 21" pots, 5-7"	12.00	100.00
" Pfitzeriana, once transp., 6-8"	10.00	80.00
" Pfitzeriana, once transp., 8-10"	12.00	100.00
" Virgil Tripartita, xx transp., 10-12"	15.00	
" Tamaricifolia, R. C. 5"	6.00	50.00
" Tamaricifolia, 21" pots, 5-7"	12.00	
Retinospora Decusata, 21" pots, 8-10"	8.00	
" Leptoclada, 21" pots, 8-10"	8.00	
Thuya Or. Bonita, 21" pots, 5-6"	12.00	
" Aurea Nana, 21" pots, 5-7"	12.00	
" Aurea Nana, once transp.	10.00	80.00
" Baker, 21" pots, 5-6"	10.00	
" Or. Elegantissima, 21" pots, 5-6"	12.00	
Taxus Fastigiata, Seedlings, 5-7"	15.00	
Cupressus Sempervirens, R. C. 5-6"	5.00	50.00

A. PASTOR NURSERY

4013 Lennox Ave.

Inglewood, Cal.

YOUR BUSINESS ANNOUNCEMENT THE YEAR AROUND IN

The Mirror of the Trade

AMERICAN NURSERYMAN

Read from Cover to Cover

Will protect your interests in a medium used regularly by competitors and you need give the matter no further thought knowing that your sign is displayed day and night from coast to coast as Nurserymen repeatedly turn these pages in reference.

\$2.50 per column-wide inch per month (TWO INSERTIONS) under yearly term.

Forms close: 10th and 25th

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P. O. Box 124, Rochester, N. Y.



## We Offer--

Cherry, 1 and 2 years

Apple, 2 years, all grades

Peach, mostly lighter grades

Pear, 1 and 2 years

Shade and Ornamental Trees

Apple and Pear Seedlings

Forest Tree Seedlings

Apple Grafts, Whole and Piece Root.

We have an unusually fine stock of **Hydrangea Paniculata Grandiflora**, 2 to 3 feet, and 18 to 24 inches. No mixtures. They have been grown to stakes and are straight and nice to handle.

Have a large supply of **Spirea Vanhoutte**, 3 to 4 feet and smaller. All choice plants.

**Amoor River Privet**, all grades.

Let us price your wants in any of the above.

**J. H. SKINNER & CO.**  
TOPEKA, KANSAS

## SCARFF'S NURSERY

Headquarters for  
Small Fruit Plants  
And Lining Out Stock  
Grown In the Heart of Ohio

Berry Plants — Ornamentals  
Evergreens — Garden Roots  
VIKING — VAN FLEET — ST. REGIS  
LATHAM RED RASPBERRIES

KOLKWITZIA AMABILIS  
KOREAN SPIREA—RED BARBERRY  
in Lining Out Sizes  
Send for Wholesale Price List  
**W. N. SCARFF'S SONS**  
NEW CARLISLE, OHIO

## DAPHNE CNEORUM

Per 100  
Rooted layers ..... \$15.00  
4-6 in. Spread ..... 25.00  
6-8 in. Spread ..... 35.00  
8-10 in. Spread ..... 45.00  
Cash please. Packing free.

**C. BOOY,** Agawam, Mass.

## SPECIALTIES—Small Fruit Plants

Grape Vines, Currant, Gooseberry, Red and Black Raspberry suckers and Trans. Strawberry, Rhubarb, Asparagus.

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**BUSKIRK'S**  
Independence Nurseries Company  
INDEPENDENCE, OHIO

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Get our prices now on automatic overhead irrigation systems. Send for Free Book.

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**AMERICAN NURSERYMAN**, Chief Exponent,  
twice a month \$2.50 per year. Three years, \$8.  
Canada, abroad, 50c extra per year.



## Write for Our Wholesale Prices

Good Values in Small Sizes

### AMERICAN ARBORVITÆ (Thuja occidentalis)

Good tops and roots. See illustration.

Quan.	Grade	Size	100	1000
1,000..	TT..	3-4 ft.	\$60.00	\$550.00
5,000..	TT..	2-3 ft.	45.00	400.00
5,000..	TT..	18-24 in.	30.00	280.00
5,000..	TT..	12-18 in.	20.00	180.00
5,000..	TT..	8-12 in.	15.00	120.00
1,000..	T...	8-12 in.	6.00	50.00
3,000..	T...	4-6 in.	5.00	40.00
40,000..	S...	4-8 in.	2.50	10.00
100,000..	S...	4-8 in.	2.00	8.00

Bed run of seedlings, above, ungraded in 4-12 inch sizes, special at \$9.00 per 1000.

### COLORADO SPRUCE (Picea pungens)

From Blue Spruce Seed. A good proportion of these are true blues. Well rooted, vigorous stock.

Quan.	Grade	Size	100	1000
25,000..	T...	2-4 in.	\$ 8.00	\$ 60.00
18,000..	S...	4-8 in.	3.50	25.00
17,000..	S...	3-5 in.	3.00	20.00

### WHITE SPRUCE (Picea canadensis)

A splendid lot of extra good quality transplants offered below (Illustrated).

Quan.	Grade	Size	100	1000
7,000..	T...	12-18 in.	\$ 7.00	\$ 60.00
7,000..	T...	8-12 in.	6.00	50.00
20,000..	T...	2-4 in.	3.00	25.00
5,000..	S...	8-12 in.	2.50	12.00
40,000..	S...	4-8 in.	2.00	8.00

Bed run, 4-12 inch S., \$9.00 per 1000.

### DOUGLAS FIR (Pseudotsuga douglasii)

A whole big block of beautiful, vigorous, once transplanted trees like the one illustrated, priced very low this season.

Quan.	Grade	Size	100	1000
4,000..	T...	12-18 in.	\$12.00	\$100.00
5,000..	T...	4-12 in.	7.50	60.00
20,000..	T...	4-8 in.	6.00	50.00
20,000..	T...	3-6 in.	5.00	40.00

### RED PINE (Pinus resinosa)

Quan.	Grade	Size	10	100	1000
25,000..	TT..	12-18 in.	\$5.00	\$40.00	\$300.00
25,000..	TT..	8-12 in.	4.00	30.00	200.00
10,000..	T...	8-12 in.	7.00	60.00	
10,000..	T...	4-8 in.	6.00	50.00	
10,000..	S...	2-4 in.	2.00	12.00	

### SCOTCH PINE (Pinus sylvestris)

Grown on extra heavy soil, these made exceptional top and root growth last season.

Remarkably low priced.

Quan.	Grade	Size	100	1000
1,500..	TT..	2-3 ft.	\$40.00	\$300.00
500..	TT..	18-24 in.	30.00	200.00

(Above prices balled and burlapped extra, 10c each).

Quan.	Grade	Size	100	1000
5,000..	T...	18-24 in.	\$15.00	\$100.00
10,000..	T...	12-18 in.	10.00	75.00
4,500..	T...	8-12 in.	6.00	50.00
25,000..	T...	8-12 in.	2.00	10.00

Packing at cost—f. o. b. Framingham

Usual trade terms.

## Little Tree Farms

93 Pleasant St., FRAMINGHAM CENTER, MASS

### MINNESOTA FRUIT BREEDING FARM PRODUCTS

Cut Leaf Weeping Birch (all sizes)  
European White Birch (all sizes)  
Latham Raspberry Mendel Pear

Introducers of the  
**SUMMIT SPIREA**  
New & Hardy Perennial at \$1.00 each  
Wholesale List on request.

### Summit Nurseries

Frank L. Seifert, Prop., Stillwater, Minn.

### AMOR RIVER NORTH PRIVET

Two years old, 3-4 ft., branched, 3¢ cents each. Or will exchange for anything we can use.

### JONES NURSERY COMPANY

WOODLAWN, VA.

### PRIVET and BERBERIS Splendid Stock

Write for Special Quotations.

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Milford

Delaware

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2-3 ft., 3-4 ft., and 4-5 ft. in quantities.

### HYDRANGEA ARBORESCENS

18-24 in. and 2-3 ft.

### HYDRANGEA PAN. GRAND

18-24 in. and 2-3 ft.

### BERBERIS THUNBERGI, CALIFORNIA

PRIVET, and all other SHRUBS in a good assortment.

### WISC. WEeping WILLOWS

6-8 ft. and 8-10 ft.

### FRUIT TREES, GRAPE VINES, and

### SMALL FRUIT PLANTS

"WEST has the BEST"

### T. B. WEST & SONS

PERRY, OHIO

### New Moerheimi Blue Spruce

Grafted last summer and carried in greenhouse this winter. Great improvement over Koster's Blue Spruce, with its more intense blue color and perfect growth. Strong plants from 2 1/2" pots, \$75.00 per 100, \$700.00 per 1000.

**THOMSEN NURSERY CO.** Mansfield, Pa.

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SPENCERPORT, N. Y.

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# AMERICAN FRUITS

[Reg. U. S. Pat. Off.]

## Special Report on Small Fruits

Prof. A. S. Colby, University of Illinois, was delegated some years ago to report annually to the Illinois Nurserymen's Association on developments in small fruit culture. In his report for 1930 at the recent Chicago convention he announced that while the Latham raspberry is very productive and hardy, and the berry is large, with the right shade of red to satisfy market demands, a new introduction, also from the Minnesota State Breeding Farm, the Minnesota Number 223, may supersede it in some sections. It is about a week earlier, more resistant to mildew, and is claimed to be more productive. The berry is not as large, however, according to some growers. Illinois Nurserymen should have a supply of plants on hand as soon as possible, as the demand will be heavy. At the Illinois Station work has been carried on with the black raspberry for several years and some seedlings have been developed which are more resistant to anthracnose than the parents. The strawberry acreage varies in surrounding states from year to year. For the next season the acreage is reported to be considerably smaller so now is a good time to stage a comeback in Illinois. Gooseberries should be grown more in Illinois and they would be if quality sorts were available and more extensively advertised. The Downing and Houghton should be superseded by better varieties. Mulch paper has been found useful in the Nursery at the University for inducing more vigorous roots. Fruit-bearing ornamental shrubs should be given consideration.

Prof. Colby urged that attention be given

to production of edible nuts. He asked that exhibits of nuts be made at the nut show at the Chicago Stadium Flower Show next month under the direction of the Northern Nut Growers Association.

## Solid Red McIntosh Apple

A solid red colored McIntosh apple which appeared in the orchard of I. C. Rogers of Dansville, N. Y., has won the esteem and indorsement of the fruit specialists at the State Experiment Station, Geneva, N. Y., as a strain of the popular McIntosh type to be preferred to common McIntosh in those parts of the state where the latter fails to develop good color. The opinion of the station specialists with respect to the new apple is set forth in a recent station publication on "New or Noteworthy Fruits," which may be had free of charge upon request.

"In the spring of 1925 the Station received scions of solid red McIntosh from Mr. Rogers and grafted them into a Stark tree," says Richard Wellington, station horticulturist, in commenting on the "Red McIntosh" as the station fruit men have named the new sort. "In 1929, the grafted tree bore a good crop and invariably the red color came true to type. The ordinary striped McIntosh was grafted in the same tree at the same time, and in turn came true to color and striping.

"The solid red and striped types of McIntosh are well known, but no experimental evidence had been available up to this time to prove that these types are as well fixed as the solid colored and striped Fameuse or the Red Spy and Red Gravenstein. Whether the striped or the red color is the original color of McIntosh is not known. It may be assumed, however, that the original McIntosh tree bore striped apples, because all recorded changes in apple colors are in a positive direction.

"Possibly the solid colored McIntosh may have no great value in regions where high-

ly color McIntosh are grown. On the heavy clay loam soils of Western New York, however, it is much more attractive, and consequently, a much more valuable apple. To date no Nursery makes a distinction between these types, but eventually only the red strain should be grown."

Customers of fruit tree Nurserymen may be interested in a bulletin of the Ohio Agl. Expt. Station outlining the importance of fertilizing apple trees.

## Now Think Up a Nursery Novelty

**Natural Flowers in Hat**—Paris designers probably will be busy these next few weeks designing "creations" in feminine wear to be worn harmoniously with the millinery innovations of Mrs. Anna L. Morse of 482 Parsells Avenue.

Mrs. Morse advocates wearing of natural flowers in hats. She not only advocates it but actually does wear natural flowers in her own hat. Yesterday she wore tulips. Today she will wear daffodils. Tomorrow it may be pansies.

"Rochester is known as the Flower City," says Mrs. Morse, "and women living here should help it bear out its reputation. Natural flowers are much more attractive than manufactured ones."—Rochester, N. Y., Democrat and Chronicle.

## TREE CROPS

### A Permanent Agriculture

By J. Russell Smith, Professor of Economic Geography, Columbia University. Author of "North America."

A book for thinking persons, giving a new angle to the warning that the agriculture of the present is suicidal, through erosion and exhaustion of the soil. The need for crops from trees which at the same time by their roots preserve the soil is graphically shown. Horticulturists especially should know the contents of this book.

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Campbells Early .....	2000	3000
Beta .....		600
Lucie .....		1000
Champion .....		600
Champagne .....		250
Moore's Early .....		3000
Worden .....	2000	
Clinton .....		5000
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10,000 Elberta	10,000
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# Hardy Ornamentals NOW READY

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	Per 10	Per 100
Ash, Amer. White, 6-8 ft.	\$ 5.00	\$ 40.00
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Catalpa Bungei, 2 yr., 4-5 ft.	5.50	45.00
Catalpa Bungei, 2 yr., 5-6 ft.	6.50	55.00
Elm, American, 6-8 ft.	6.50	45.00
Elm, American, 8-10 ft.	7.00	65.00
Elm, Chinese, 4-6 ft.	6.50	50.00
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Maple, Manitoba, 6-8 ft.	2.50	20.00
Maple, Manitoba, 8-10 ft.	3.00	25.00
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Evergreens, Shrubs, Vines, Roses  
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Plum, Pear, Etc.

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First Forms: - 8th each month  
Last Forms: - 10th each month

If proofs are wanted, copy should be in hand previous to above dates  
**American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.**

### AMERICAN ASSOCIATION OF NURSERYMEN

Chas. Sizemore, Louisiana, Mo., Secy.

**Special Pullman to Minneapolis**—As usual the progressive Nurserymen in the St. Louis territory are planning to join in a group with eastern Nurserymen in Chicago in a special pullman, for the trip to the Minneapolis convention in July. William A. Weber, of H. J. Weber & Sons Nursery, Afton, Mo., is making arrangements. He says: "I've been promised all accommodations and anything we want to make the trip enjoyable."

If you need anything in that direction call up Weber and name it.

Incidentally he expects a tourist rate.

Donald D. Wyman, N. Abington, Mass., is arranging for a group of Massachusetts Nurserymen to meet in Rochester, N. Y., a group that may join from points on the middle Atlantic seaboard and adjoining sections, the combined party to travel to Chicago there to join with the group under Mr. Weber's direction and perhaps a group from the southeastern states to proceed to Minneapolis.

President A. M. Augustine, of the A. A. N. has directed the attention of Charles S. Wilson, of the Federal Farm Board to the fact that there is no danger of over-production of apples, as seems to be the purport of a statement that new plantings of apples "are justified only where conditions are unusually favorable for high quality production." Since 1915 there have been few plantings of commercial apple orchards.

New Nicollet Hotel will be headquarters for the annual convention of the A. A. N., July 15-17. Rates are: Single, \$3 to \$6; double \$4.50 to \$8; twin beds, double, \$5 to \$8.

Ludwig Mosbaek, founder of Ferndale Nursery, Askov, Minn., is 75 years old and as active as ever. He has returned from Germany, Denmark and other countries where he spent the winter, visiting numerous Nurseries there, and is superintending the digging and packing of an unusually large lot of evergreens in his Nursery.

Say you saw it in "American Nurseryman"

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Hardened grafts out of 2 1/4" pots, on established and transplanted understocks.

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\$45.00 per 100

Juniper grafts in variety, \$45.00 per 100

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Good Plump Bulbs, \$13 to \$15 per 1000  
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"Mack" Semple whose genial smile is known wherever Nurserymen gather has joined the staff of the Genesee Press of Rochester. "Mack" brings to these producers of sales-building literature for the seed and Nursery trade years of well-rounded experience that should be of particular interest to the clients of this nationally known concern.

Mr. Semple is a practical Nurseryman having had 12 years of experience in the



M. (Mack) SEMPLE  
Genesee Press Rochester, N. Y.

growing and merchandising of Nursery products. For four years he gave many Nursery concerns a new and profitable insight to their business in his work as a sales analyst and advertising counsel, and derived exceptional knowledge of selling problems from this work. For the past four years he has handled the horticultural printing of the William Byrd Press, Richmond, Va.

Mr. Semple will concentrate his efforts on the problems of the Nurseryman and seedsman.

The linking of the Genesee Press with the large printing business of the Case-Hoyt Corporation, Rochester, N. Y., made the former the Nursery and seed catalogue and general horticultural color work department

of that institution, and as formerly under the direction of Harold Conway, and greatly extended the mechanical equipment of the Genesee Press, already one of the largest of its kind.

### Time Will Tell

Publicity Campaign of the Society of American Florists has been under way much longer than has that of the A. A. N. It is significant of the assurance by Nursery Campaign promoters that "time will tell" to note that a recent issue of the American Florist uses this caption over a trade report covering a wide territory:

"Trade Happily Surprised When Unexpected Demand Absorbs All Stock."

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## GOOD BUYS



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Succeeds on most any soil and practically insect-proof.

100	1000
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Once transplanted	

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Develops a clean, straight trunk and an evenly balanced head. Has all the good points of common pines and none of the bad.

100	1000
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Once transplanted	

### HEMLOCK (Tsuga Canadensis)

A sturdy healthy lot—we're proud of them. You're 100% safe on these. Absolutely Nursery grown from seed.

100	1000
4 to 8 inch	\$10.00 \$80.00
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YES, but there is a plentiful supply at "The Cole Nursery Company".  
Five thousand (5,000) beautiful trees in grades from 6 to 8 feet up to 2  
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**Right Prices—May We Quote You the Quantities Needed**

**SUGAR MAPLE**—In contrast to the Norway Maple outlook, all large  
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Sugars, exceptionally well grown trees, 6 ft. to 8 ft., 8 ft. to 10 ft. and  
10 ft. to 12 ft. Dirt cheap for quick sale.

## MORE GOOD SHADES

2,000	Sugar Maple	1 1/4" to 5"
20,000	Silver Maple	All sizes
3,000	Wier Maple	6' up to 2 1/4"
2,000	Ailanthus glandulosa	6' up to 2 1/4"
10,000	Catalpa bungei	2 yr. heads
5,000	Tea's Weeping Mulberry	2 yr. and 3 yr. heads
10,000	European Sycamore	All sizes
10,000	Lombardy and Bolleana Poplar	All sizes
3,000	Salix babylonica	6' to 8' and 8' to 10'
2,000	Salix niobe	6' to 8' and 8' to 10'
5,000	American Elm	6' up to 2 1/4"

**ALSO QUALITY SHRUBS, EVERGREENS, FRUITS, IN FACT**

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All Sizes

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CONVENTION DATE: JULY 15-17, 1930 MINNEAPOLIS, MINN.

Unite with Seven Hundred Representative Nursery-  
men throughout the country to protect your interests  
and advance your business. Only Nurserymen of high  
ideals are eligible to membership.

Vice-President—John Fraser, Huntsville, Ala.

# Nursery Trade Bulletin

Salt Lake City's **Utah Nursery Co.** is landscaping a park in Milford, Utah.

Charles W. Howard, Hemet, Cal., is president of the First National Bank of Hemet.

John H. Troy, New Rochelle, N. Y., is on his way from California to New York via Panama Canal.

**Another Federated Club**—Nineteen states now having garden club federations, Pennsylvania clubs propose on March 26th to form a federation.

F. Kempf, owner of the **Pacific Nurseries**, Colma, Cal., tells the public that an outdoor living room can be constructed on most city lots and offers to prove it.

**Incorporations**—Hudson Nurseries, Palm Beach, Fla.; \$5000; J. K. Williamson, et al.—Monrovia Nursery Co., \$25,000, Louis Delgand et al.—Cole Nursery Sales, Shaker Heights, Ohio.

**Patents for Plants**—U. S. Senator John G. Townsend, Jr., Selbyville, Del., has introduced in Congress a bill proposing that patent protection be extended to plant breeders who develop new strains.

A. J. A. Spafford, Falls City, Neb., Nursery owner, passed his 73rd birthday last month. He was born in Toledo, O., in 1857, his parents being the first to marry under the Ohio law. He is an active worker.

**Inconspicuous Colored Spray**—The trend being for color in all things, a green arsenate of lead spray has been devised to harmonize with foliage, a product of Bartlett Tree Research Laboratories, Stamford, Conn.

**Convention by Classes**—The annual convention of the Society of American Florists in Minneapolis next month will have general sessions of interest to all; also sessions by classes for discussion of special subjects.

**Landscape Designers' Activity**—Prof. Donald J. Bashey, Olean, N. Y., last month lectured with illustrations on improvement of real estate with plantings, in the high school auditoriums in Portville, Little Valley and Franklinville, N. Y.

**Finds February Business Good**—Says W. S. Palfrey, owner of College Park Nurseries, Houston, Tex., who has been in the Nursery trade there for 15 years: "Our business is unusually good for this time of year. February has really been a prosperity month for us."

## IT MEANS MUCH

*It is a certificate of good character to have your advertisement admitted to the columns of the AMERICAN NURSERYMAN, because an effort is made to exclude advertisements of a questionable character or which represent concerns that do not practice business ethics recognized in general as worthy. A number of so-called Nursery concerns cannot advertise in this publication.*

Perry A. Frey and others have established the **Puritas Nursery, Inc.**, in Cleveland, O.

**Pacific Coast Association**—Annual convention of the Pacific Coast Association of Nurserymen will be held July 9-12 in Santa Cruz, Cal.

C. F. McKan, landscape architect of the Winn Nurseries, Norfolk, Va., addressed the local garden club recently on improvement of home grounds.

The secretary of the Massachusetts Fruit Growers Association, Prof. W. R. Cole, Amherst, Mass. College, is now secretary of the American Pomological Society.

Mississippi Plant Board meetings for discussion of orchard sanitation were held last month in Ocean Springs, Biloxi, Gulfport, Pass Christian and Bay St. Louis.

**Weller Nurseries Co.**, Holland, Mich., is taking full advantage of the present strong demand for rock and alpine plants by listing at wholesale a wide variety in quantity.

M. G. Copeland, **Rock Creek, Md.**, Nurseries, has donated several thousand cherry trees for planting along the pike between the District of Columbia line and Rockville, Md.

Mrs. S. L. Steele and her sister, Miss Jessie Daggett, originally grew plants as a hobby; it has grown into the **Hoosier Nursery**, Escalon, Cal., a profitable business specializing in rock gardens and water plants.

**Southern California Nurserymen's Association** has elected F. M. Uyematsu, president; S. Matsushima, vice-president; John H. Sato, treasurer; Tom Fukasawa, treasurer; M. Matsuyama, auditor, and M. Takeuchi, auditor.

**Decoration of state highways** is a topic now commanding a good deal of attention. The highway makes a great contribution to multitudes through its visual appeal. Certain highway decoration, which involves road-side planting deserves thought, as well as action.—Loudon, Tenn., Herald.

**Supplies Government Needs**—The United States Government places orders with The Sunset Seed & Nursery Co., San Francisco, Cal., for roses, bulbs, seeds and other Nursery stock. This stock requires rigid inspection and must be of the best quality. Hundreds of rose bushes were shipped to the Letterman General Hospital at the Presidio, Fort Mason, Mare Island Navy Yard and other posts.

**Better With Tap Root Cut**—It has often been asked why not plant the nut where you want the tree to stand? This is a most tedious undertaking, as for the first two years the growth is down instead of up. Better buy your trees from some reliable man, as near your locality as possible. A tree will bear quicker if transplanted than the one that has never had the tap root cut.—W. J. Millican.

**Visited Nurseries by Airplane**—E. H. Call, agricultural commissioner of Ventura County, Cal., and Eugene Gardner, rancher and air pilot, having purchased considerable Nursery stock at leading Nurseries in Orange County, last month flew to the Nurseries to check up deliveries.

**For a World Agricultural Parley**—Edwin A. Smith, managing editor of the Washington Farmer, Spokane, has issued a call for outstanding statesmen to work for a five, seven or nine-power agricultural conference—a world parley to consider the possibilities of agriculture throughout the world.

**Acetylene for Night Work**—The Paper-shell Pecan Growers Association, Putney, Ga., has found that equipping farm tractors with acetylene lights for night work satisfactorily meets conditions in that heavy and rough hauling does not affect the outfit.

**Westchester County, N. Y., Nurserymen's Assn.**—Representatives of eight Nurseries attended the recent meeting in White Plains when plans for an advertising campaign were discussed. Representatives were present from the Elmsford Nursery, the Rye Nursery, the Troy Nursery, the Westchester Nursery, the Westwood Nurseries, the Yonkers Nursery, F. R. Pierson and the Bronxville Nursery.

**Parcel Post Inspection**—In certain states all plant products coming in parcel post must be inspected. At present the parcel must be sent from the destination post office to an inspection center and returned after inspection, the receiver paying the extra postage to and from the inspection center. An inquiry has been started by the National Plant Board as to whether a more direct and less costly arrangement may be made in such cases.

J. A. Kernodle, Camp Hill, Ala., for more than thirty-five years a sales representative of Lindley Nurseries, Pomona, N. C., writes: "I plant some pecan trees every year and have sold a lot to my neighbors. Have also planted 200 black walnuts along line fences, telling my neighbors' sons they could eat the walnuts that fell on their side and as far as I cared they could sell every other tree for gun stocks if the trees interfered with their crops or could tack the fence wire to the walnut trees if they were too busy to put in posts."

**Landscape Artist's Suggestions**—Planting of vines and memorial roses along unsightly banks on Main street in Salem, W. Va., was among the suggestions made for the beautification of the Tennille metropolis by T. D. Gray, landscape artist of the agricultural extension division, West Virginia University, when he visited there recently. He also outlined plans for the improvement of the ground surrounding the schools in the district.

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# Big Time Methods Used In Planting 4000 Trees

## Horticultural Development Near Houston, Tex.—To Prove That Peaches, Pears, Apples Can Be Grown as Well as Pecans in That Section

A solid carload of pecan trees has been planted on a tract of approximately 200 acres, located near the West Montgomery road, about 18 miles from downtown Houston, says the Houston Post-Dispatch. The car contained 4000 trees, 4 and 5 years old. The pecan trees, which are of the Stuart, Schley and Success varieties, were planted by J. D. and J. F. Eubank, owners of the Forest Park Nursery of Houston. Actual work of planting the trees was supervised by J. D. Eubank.

"Big-time" methods were used in unloading, heeling-in and planting the 4000 trees. The young trees were received about three weeks ago. The freight car was "spotted" at 2 o'clock one afternoon. By 5 o'clock the trees had been unloaded and heeled-in. Fifty men were employed on the job.

Within 10 days after the trees were unloaded they had been planted.

Planting of the 200-acre pecan grove is just a beginning, according to the Eubanks. It is planned to plant additional large acreage to not only pecans, but to pears, peaches and apples. The Messrs. Eubank want to

prove to farmers in Southeast Texas that pears, peaches and apples can be profitably grown in this territory, despite the common belief to the contrary. "It all depends upon the variety selected," they say. They believe that soil and climatic conditions are very favorable for certain varieties.

"Soil and climatic conditions in this section are ideal for pecans," declared Prof. Leon Blaine, widely known horticulturist, connected with the Messrs. Eubank. "I have done horticultural work in many sections of the United States and in numerous foreign countries, but nowhere have I found conditions so favorable to pecan production as in Southeast Texas."

Professor Blaine urges that farmers get busy and make the unused "back land" pay by planting pecans. "Many thousands of acres of back land are available for pecans. The cost of planting an orchard is not great," he said, "and in a few years the trees would return a handsome profit. Pecans are a highly profitable proposition in the country. There is little to fear from disease and insects, and the trees do not require much attention."

The Messrs. Eubank plan to plant a large number of trees of the new Mahan variety as soon as they become available. Men who have observed this new variety declare it to be one of considerable promise.

The name of the popular president just re-elected of the Oklahoma Nurserymen's Association, J. Frank Sneed, Muskogee, is so well known in and out of his state that we trust the error in the heading over his annual address in the last issue of American Nurseryman will be evident to all.

From a small plot H. E. Fiddler, Stockton, Cal., has developed his Nursery to occupy an acre, all plants being grown in the open. One of his specialties is the winter pansy of which he plans to raise 100,000 next year.

Samuel J. Clark, Nurseryman, Mount Vernon, N. Y., died suddenly in New York City last month, aged 50.

### MISCELLANEOUS

Specialize in Norway Maple, Staked Trees, Straight Branched. Best Caliper 1 1/2-1 3/4". Cheap for quick sale.  
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ST. REGIS RASPBERRY  
20,000 clean, thrifty, well rooted plants, twice inspected and certified mosaic-free. These are nice plants and priced low. C. D. Wright, Hamburg, Iowa.

BLACK HILLS SPRUCE  
Two to eight ft. B&B.  
ELMS, 3 to 6 inch caliper.  
Attractive prices. FAIRMONT NURSERIES, Fairmont, Minnesota.

### BOOKS

LIST OF 119 BOOKS on Horticultural subjects covering Nursery, Greenhouse, Field, Ornamental and Fruit Stock, Vines, Insecticides, Spraying, Landscaping, Diseases, Insects, Orchards, Gardens. Seven books on Landscape Gardening. List sent on request. American Fruits Pubg. Co., P. O. Box 194 Rochester, N. Y.

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

### Obituary

John L. Wetzel, well-known Nurseryman in Northern Ohio territory for many years, died at his home in Painesville, O., Feb. 24, at the age of 68 years. Mr. Wetzel had been in poor health for about 18 months. He was born in Rochester, N. Y., and went to Painesville with his parents at the age of 9 years. He was educated in St. Mary's School and was a member of St. Mary's Church. At an early age he started to work for the Storrs & Harrison Co., remaining for about 25 years, working in the different departments. He became a well known propagator and grower. Later he founded Oak Villa Nursery. He was a member of the A. A. N. The surviving relatives are his widow, Mrs. Elizabeth Wetzel; one daughter, Mrs. John H. Dayton; a son, Paul A. Wetzel; six brothers, all Nurserymen, and three sisters. One son, L. Andrew Wetzel, died 11 months ago. Funeral services were held from St. Mary's Church and burial was in St. Mary's cemetery.

Charles Murphy, 58 years old, Fair Haven, N. J., superintendent of Lovett's Nursery, Little Silas, N. J., died late last month of injuries received when struck by a truck as he was working in a roadway. He had been at Lovett's Nursery 35 years.

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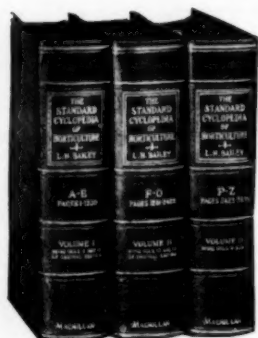
We have 20,000 Am. White Elm, 6-8' transplanted, grown from seed here at Elmhurst, to trade for Lining Out Stock. Trees-Shrubs-Evergreens, on a basis of 30c per tree. Spring delivery.

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Lake St. Elmhurst, Illa.

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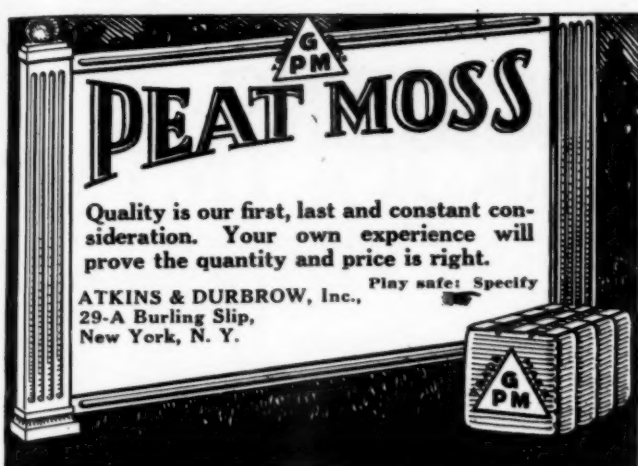
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in all grades. Also all other varieties of  
Cherries, as well as a complete assortment  
of fruit and ornamental trees.

Prompt service a specialty—try us out.  
You should be getting our bulletins. Tell  
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**The WILLIS NURSERY COMPANY**  
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**OUR COMPLETE  
SURPLUS LIST  
IS NOW READY**

Showing what we have to offer this Spring in  
FRUIT TREES, SHRUBS, ROSES  
EVERGREENS, ETC.

Write for your copy.

**The Huntsville Wholesale Nurseries, Inc.**  
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—This mark on a shipment  
of Nursery Stock is Your  
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## IMMEDIATE SHIPMENT

That is what we can promise on  
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## Nursery Stock

Our Large General Assortment is  
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You are right on the edge of spring and your  
busiest season—when every one wants to plan.  
Are you ready for that demand? Be wise and  
get your orders for Nursery Stock in now, and  
be all set for the big spring season. Order now  
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HARDY PERENNIAL PLANTS  
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Write for Trade List.

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## Myrobalan Seed

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Our Myrobalan Seed is separated from sound, ripe  
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Juniperus communis depressa	50.00
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Juniperus sabina horizontalis	45.00
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Hill's Silver Juniper	75.00
Juniperus virginiana cannarti	45.00
Juniperus virginiana elegantissima	55.00
Juniperus virginiana glauca	45.00
Juniperus virginiana kosteri	50.00
Juniperus virginiana pyramidalis	50.00
Hill Dundee Juniper	75.00
Juniperus virginiana schottii	45.00
Picea pungens kosteri	95.00

### EVERGREEN SEEDLINGS

	2-4"	100	1000
Abies arizonica	2-4"	\$10.00	\$90.00
Abies concolor	4-6"	5.00	40.00
Abies homolepis	2-4"	6.00	50.00
Abies sachalinensis	2-4"	6.00	50.00
Abies veitchii	2-4"	5.00	40.00
Juniperus chinensis	2-4"	6.00	50.00
Juniperus chinensis	6-8"	8.50	75.00
Juniperus communis	6-8"	4.00	30.00
Juniperus communis depressa	4-6"	3.50	25.00
Juniperus communis depressa	6-8"	4.00	30.00
Juniperus scopulorum	4-6"	4.50	35.00
Juniperus scopulorum	6-8"	6.50	50.00
Larix europea	6-8"	3.00	20.00
Larix europea	8-10"	3.50	25.00
Picea canadensis	4-6"	3.50	25.00
Picea excelsa	4-6"	2.50	15.00
Picea excelsa	6-8"	3.00	17.50
Picea polita	2-4"	3.50	25.00
Picea pungens	4-6"	4.00	30.00
Picea pungens	6-8"	5.00	40.00
Pinus nigra	4-6"	4.00	30.00
Pinus nigra	6-8"	5.00	40.00
Pinus ponderosa scopulorum	4-6"	3.00	20.00
Pinus strobus	4-6"	3.00	20.00
Pinus strobus	6-8"	3.00	20.00
Pinus sylvestris	4-6"	3.50	25.00
Pinus thunbergii	6-8"	3.50	25.00
Pseudotsuga douglasii	2-4"	4.50	35.00

### ONCE TRANSPLANTED EVERGREENS

	6-8"	100	1000
Abies balsamea	6-8"	8.00	70.00
Abies fraseri	2-4"	5.00	40.00
Cedrus atlantica	4-6"	10.00	90.00
Cedrus deodara	4-6"	6.00	50.00
Cedrus deodara	6-8"	8.00	70.00
Cedrus deodara	8-10"	10.00	90.00
Cedrus libani	4-6"	8.00	70.00
Chamaecyparis pisifera filifera	6-8"	12.00	110.00
Juniperus chinensis pfitzeriana	6-8"	14.00	130.00
Juniperus communis depressa plumosa	6-8"	20.00	190.00
Juniperus communis hibernica	8-10"	10.00	90.00
Juniperus japonica sylvestris	10-12"	13.50	125.00
Juniperus japonica sylvestris	2-4"	10.00	90.00
Juniperus japonica sylvestris	4-6"	15.00	140.00
Picea excelsa	6-8"	6.00	50.00
Picea excelsa	8-10"	8.50	75.00
Picea excelsa	10-12"	10.00	90.00
Picea pungens	6-8"	11.00	95.00
Picea pungens	8-10"	13.00	120.00
Picea pungens	10-12"	17.00	160.00
Pinus nigra	6-8"	8.00	70.00
Pinus nigra	8-10"	9.00	80.00
Pinus ponderosa scopulorum	10-12"	8.00	70.00

### ONCE TRANSPLANTED EVERGREENS—Continued

	6-8"	100	1000
Pinus strobus	6-8"	\$ 7.00	\$ 60.00
Pinus sylvestris	8-10"	7.00	60.00
Taxus cuspidata	2-4"	15.00	140.00
Taxus cuspidata	4-6"	20.00	190.00
Thuja orientalis aurea nana	6-8"	20.00	190.00
Thuja orientalis aurea nana	4-6"	13.00	120.00
Thuja orientalis aurea nana	6-8"	15.00	140.00
Thuja orientalis bonita	6-8"	15.00	140.00
Thuja orientalis compacta	4-6"	10.00	90.00
Thuja orientalis compacta	6-8"	12.00	100.00
Thuja orientalis conspicua aurea	4-6"	20.00	190.00
Thuja orientalis cupressifolia fastigiata	6-8"	15.00	140.00
Thuja orientalis filiformis	4-6"	15.00	140.00
Thuja orientalis elegantissima	4-6"	20.00	190.00
Thuja orientalis pyramidalis	4-6"	10.00	90.00
Thuja orientalis pyramidalis	6-8"	12.00	110.00
Thuja orientalis pyramidalis (Baker's)	8-10"	15.00	140.00
Thuja orientalis texana glauca	6-8"	15.00	140.00
Tsuga canadensis	4-6"	10.00	90.00
Tsuga canadensis	6-8"	12.00	110.00

### TWICE TRANSPLANTED EVERGREENS

	6-8"	100	1000
Juniperus chinensis	6-8"	12.00	100.00
Juniperus chinensis pfitzeriana	8-10"	25.00	240.00
Juniperus chinensis pfitzeriana	10-12"	30.00	290.00
Juniperus communis depressa	8-10"	20.00	190.00
Juniperus communis depressa	10-12"	30.00	290.00
Juniperus communis depressa	12-18"	40.00	390.00
Juniperus communis depressa plumosa	8-10"	50.00	490.00
Juniperus horizontalis douglasii	6-8"	20.00	190.00
Juniperus sabina horizontalis	6-8"	25.00	240.00
Picea canadensis	8-10"	11.00	100.00
Picea canadensis	10-12"	16.50	150.00
Picea canadensis	12-18"	22.50	200.00
Picea canadensis albertiana	6-8"	10.00	90.00
Picea canadensis albertiana	8-10"	12.00	110.00
Picea excelsa	10-12"	12.00	110.00
Picea excelsa	12-18"	16.50	150.00
Picea excelsa	18-24"	20.00	190.00
Pinus montana uncinata	10-12"	15.00	140.00
Pinus mughus	4-6"	10.00	90.00
Pinus mughus	6-8"	14.00	130.00
Pinus mughus	8-10"	27.50	250.00
Pinus nigra	10-12"	25.00	240.00
Pinus strobus	10-12"	20.00	190.00
Pinus strobus	12-18"	30.00	290.00
Pinus sylvestris	8-10"	12.00	110.00
Pinus sylvestris	10-12"	15.00	140.00
Pseudotsuga douglasii	8-10"	15.00	140.00
Pseudotsuga douglasii	10-12"	20.00	190.00
Pseudotsuga douglasii	12-15"	25.00	240.00
Taxus cuspidata	6-8"	35.00	340.00
Thuja occidentalis	6-8"	7.00	60.00
Thuja occidentalis	10-12"	10.00	90.00
Thuja occidentalis	12-18"	17.50	165.00
Thuja occidentalis	18-24"	25.00	240.00
Thuja occidentalis	2-3'	35.00	325.00
Thuja occidentalis douglasii aurea	10-12"	25.00	240.00
Thuja occidentalis douglasii pyramidalis	6-8"	15.00	140.00
Thuja occidentalis douglasii pyramidalis	8-10"	20.00	190.00
Thuja occidentalis globosa	6-8"	10.00	90.00
Thuja occidentalis globosa	8-10"	12.00	110.00
Thuja occidentalis globosa	8-8"	30.00	250.00
Thuja occidentalis hoveyi	10-12"	8.50	75.00
Thuja occidentalis pyramidalis	8-10"	13.00	120.00
Thuja occidentalis pyramidalis	10-12"	16.00	150.00
Thuja occidentalis pyramidalis	12-18"	35.00	325.00
Thuja occidentalis pyramidalis	18-24"	40.00	350.00
Thuja occidentalis pyramidalis	2-2 1/2'	60.00	550.00
Thuja occidentalis spicata alba	6-8"	25.00	240.00
Thuja occidentalis rosenhallii	6-8"	17.50	165.00
Thuja occidentalis rosenhallii	8-10"	22.50	200.00
Thuja occidentalis woodwardii	6-8"	12.00	110.00
Tsuga canadensis	10-12"	30.00	275.00
Tsuga canadensis	12-18"	37.50	350.00

We are gladly at your service with catalogs, information, samples, or personal call.

Seedlings sold in multiples of 50, once transplanted sizes sold in bundles of 25.

50 of sale variety and size at the 100 rate, 500 at the 1000 rate.

SEND FOR FOLLOWING FREE BOOKLETS FOR THE TRADE ONLY

- ☐ Hill's Spring 1930 Trade List.
- ☐ Hill's Descriptive Catalog containing 50 pictures in colors.
- ☐ Conifer Comments—Booklet on care and culture of Evergreens.

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